

# DUN'S REVIEW

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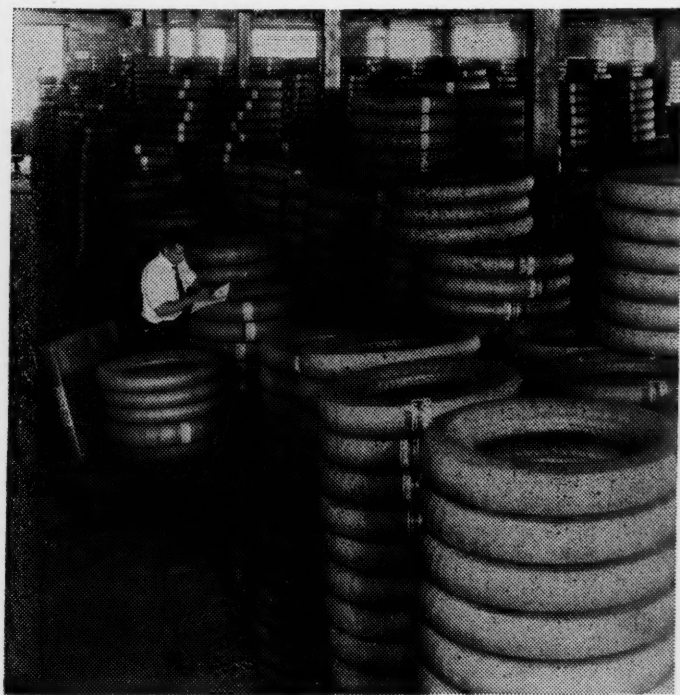
OCTOBER 22, 1932

## SPECIAL FEATURES

RUBBER INDUSTRY RETARDED  
BY HEAVY SURPLUS STOCKS

SURVEY OF INDUSTRY FOR  
THIRD QUARTER, 1932

WHOLESALE GROCERY  
CREDIT SURVEY—SECTION II



Courtesy "Tires"

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# DUN'S REVIEW

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## RUBBER INDUSTRY RETARDED BY HEAVY SURPLUS STOCKS

by RAYMOND BRENNAN

While crude rubber consumption disclosed a slight gain during September, imports again were in excess of manufacturers' needs, and stocks on hand rose to a new high total. The consumption of crude rubber by manufacturers in the United States in September amounted to 22,491 long tons, which was .5 per cent more than the 22,372 consumed in August, according to the compilation of the Rubber Manufacturers' Association, and compared with 23,638 long tons in September, 1931. On only one previous occasion, in 1924, has September consumption of rubber exceeded that for August.

Rubber consumption in 1931 dropped to the lowest point since official figures first were compiled in 1925, the total of 350,000 long tons comparing with the 1930 consumption figures of 376,000 long tons. For the nine months of the current year, consumption, in long tons, has receded to 275,220, in contrast to 281,039 in 1931, and 299,100 in 1930 for the same nine months' period, while imports for the comparative nine months of 1932, 1931, and 1930 were 314,534, 357,632, and 369,542 long tons, respectively.

Stocks on hand at the end of September are placed at 365,789 long tons, compared with 357,342 at the end of August, and 254,324 at the close of September, 1931, bringing the total to a new high level. Stocks of crude rubber on hand at the close of 1931 were approximately 322,000 long tons, which had constituted the previous record, having

risen from 201,000 long tons at the close of 1930.

Almost two-thirds of the world's supply of crude rubber is turned into finished products in the United States. Of this amount nearly three-quarters goes into the production of tires, tubes, and tire accessories for automobiles, motorcycles, and bicycles; the balance enters into the manufacture of rubber heels, rubberized fabrics, mechanical rubber goods, rubberized and rubber clothing, and druggists' and stationers' rubber goods. As automobile production and sales have declined more than 40 per cent from last year's total, the original equipment business has been reduced sharply. In addition, replacement purchases are subnormal for the third successive year. Further handicaps to the progress of the tire division have been furnished by the price-cutting by mail-order houses and the large discounts offered to aid retailers and factory-owned stores. Product diversification has not been sufficient to eliminate the effects of the tire price-cutting, since the latter is the backbone of the industry.

Rehabilitation programs started recently by many industrial concerns, in order to conserve their plants and partly in anticipation of further business expansion, have been reflected in the production and distribution of mechanical rubber goods. Call for replacement needs, principally hose and belting, have picked up materially, and new installation contracts are larger in proportion. The low prices,

which have prevailed for some time, are continuing, but there is an upward tendency on certain grades. Quotations for crude rubber sheets have fluctuated considerably during the past year. Present prices are on a basis of 3½c., as compared with 6c. a year ago at this time.

Conditions in the retail division have been less favorable. During the past six months sales have declined approximately 30 per cent, by comparison with the total volume of business transacted in the same period last year. Spring and Summer weather was too dry to favor a free movement of

#### FURTHER INVENTORY ADJUSTMENTS NOTED

rubber clothing and footwear, but bathing goods contributed to a substantial part of the sales. Retailers have good-sized carry-over stocks of rubber footwear, but this department now is approaching the season of the year when sales should show a marked improvement.

Despite drastic decline in raw material prices in 1931, the rubber industry was compelled to absorb further deflation in inventories again this year. Inventory adjustments, however, are much less than in previous years, although they still continue in evidence, but substantial cuts in operating and overhead expenses are expected to decrease the percentage of the loss. Profits, however, have vanished to such a degree that reduced or omitted dividends doubtless will be the rule with the leading companies again this year.

Manufacturers of rubber merchandise for the drug and sundry trades at Providence, R. I., report a steady increase in volume since the first of June, with a recent tendency to stiffen prices by the retail trade, and a similar condition developing with the wholesaler and manufacturer. Collections in this branch have been satisfactory. During the past few weeks, orders have increased substantially for various rubber products used in the shoe-manufacturing trade, and collections in this department also are reported as good. There has been little demand for hard rubber products. Keen competition in the tire division has held prices at a low level. There has been a satisfactory demand for several

patented specialties. Production of rubber goods at New Haven for the first nine months of this year went 20 to 30 per cent below the record for the comparative period of 1931. Approximately one-half of this loss was due to the lower selling prices, with the balance representing the actual decrease in unit shipments. The inventories of retailers, wholesalers, and manufacturers are said to be at the lowest point in many years. Although payments on account are becoming more frequent, general collections have improved.

Some of the manufacturers of rubber goods in Pennsylvania have increased their production and sales over the record for the comparative period of last year. The trend of selling is toward moderately better goods, as the public appears to be somewhat apprehensive about shoddy merchandise, despite the low prices at which it is being offered. In other words, the bargain hunters have been disillusioned and now are prepared to pay slightly higher prices for goods of unquestioned quality. Collections in this district have been fair. While the general outlook is hopeful, no marked gains can be expected until employment will have showed further im-

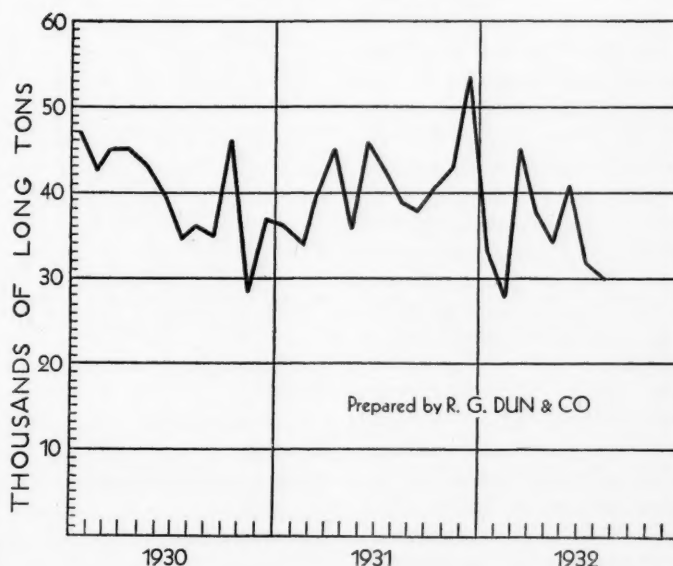
#### FALL SALES BELOW SEASONAL AVERAGE

provement. Wholesalers of rubber goods in Richmond find that the volume of business is on a par with that of last year both in tonnage and dollar value. Price advances during recent months in a number of lines stimulated sales, particularly in raincoats and slickers, the demand for which temporarily is in excess of available supply. Price advances of 11 to 15 per cent on automobile tires and tubes, respectively, last month were

welcomed by the trade and have resulted in increased sales. The average advance of 10 per cent in quotations on mechanical rubber goods also has helped sales in this division. The rubber footwear line is quiet at present, as a heavy movement is not anticipated until the rainy season of the Fall begins. General collections in this district are classed as fair.

Reports from the various divisions of the rubber goods trade at Baltimore are fairly uniform in showing that current conditions are not very satisfac-

UNITED STATES IMPORTS OF CRUDE RUBBER  
(Thousands of Long Tons)



Imports of crude rubber continue in excess of consumption, total receipts for the nine months of 1932 amounting to 314,534 long tons, while consumption receded to 275,220 long tons during the same period, despite a .5 per cent gain in September.



tory. It generally is admitted that the unit turnover is somewhat under the figures of a year ago, while the volume from a monetary standpoint for the first three quarters of this year is off about 10 per cent, due largely to the lower prices. Houses specializing in mechanical goods and selling mostly industrial concerns and contractors have not fared so well as other branches of the industry.

The recession in the production of tires, tubes, and rubber products in the Cleveland district during the last three months has been more than seasonal. This has been accompanied by an average reduction of 6 per cent in the working forces at the leading plants. Many manufacturers stepped up production in July, following an attempt to raise prices, but the effort failed because of lack of co-operation within the industry. Stocks remain high, as the result of overproduction, the increase being about 25 per cent for June, July and August. During early September there was an increase in the volume of sales, due to the price situation in raw cotton. Many jobbers and retailers report inventories in excess of requirements. General collections continue slow.

The output of the leading rubber manufacturer at Dayton, Ohio, during the last sixty days has been at the highest level in the history of the company, with 30 per cent more tires and tubes manufactured than at any time previously at this season of the year. The output is expected to be maintained at this high level, as replacement business has been unusually large.

The rubber industry at Youngstown, Ohio, is reported slightly improved, as compared with the record at this period a year ago. Prices have been

#### COLLECTIONS TREND TOWARD BETTERMENT

stepped up a bit in certain lines to offset the recession in others, mainly that of automobile tires. Some improvement has been noted in collections, and the movement of rubber goods generally is at a higher rate. The manufacturers of rubber goods in the Toledo district are doing a smaller business than in 1931, but the outlook for the future is far more encouraging than it was a year ago, particularly in the flooring division.

The rubber industry is not of much importance in the Twin Cities district other than for the distribution of automobile tires to the adjoining trade territory. There was a sharp revival of sales before the imposition of the Federal tax, and a corresponding decrease thereafter.

The distribution of rubber goods in Kansas City is confined chiefly to tires and mechanical necessities. Prices of tires have been rather steady of late, and a normal Winter distribution is expected. Because of the close credit policies of dealers, the collection ratios to sales have been satisfactory. In the mechanical rubber goods division, volume has been affected adversely by the slow recovery of general industrial conditions, but representative dealers report that they are doing as well

as other lines, with more inquiries and orders received since the early part of September.

The insolvency record of the rubber industry has been somewhat more favorable than it was last year, at least in the manufacturing division. Although there were 11 defaults recorded for manufacturers during the first eight months of the current year, as compared with 8 for the entire twelve months of 1931, the total liabilities involved were less by \$1,046,287. Among the wholesalers and retailers, however, the showing was not so favorable, as the 7 failures set down for this division during the first eight months was exactly the same as the total for the entire year of 1931, while the amount of the liabilities increased by \$21,100. The complete insolvency record of the rubber goods industry since 1927, as compiled by R. G. Dun & Co., shows:

Manufacturers		
Year	Number	Liabilities
1927.....	4	\$1,576,900
1928.....	6	238,200
1929.....	4	268,000
1930.....	4	67,200
1931.....	8	1,952,170
1932*.....	11	905,883

Wholesalers and Retailers		
Year	Number	Liabilities
1927.....	11	\$133,400
1928.....	9	95,000
1929.....	2	4,600
1930.....	4	50,200
1931.....	7	212,100
1932*.....	7	233,200

(\*) January to August, inclusive.

#### NOTICE

*Dun's Review* each week carries a current detailed survey of an important industry. A total of twenty-one different lines are reported in this way, each being covered at least twice in the course of the year.

The next review of the Rubber Goods Industry will be published in the March 18th issue of *Dun's Review*.

Next week—October 29th—the subject of the special survey will be Paper Boxes.

These industries will be surveyed in this sequence:

Clothing	Paper
Farm Equipment	Automobiles
Jewelry	Drugs and Pharmaceutical Supplies
Electrical Supplies	Plumbing Supplies
Groceries	Shoes and Leather
Iron and Steel	Building
Radio	Furs
Hardware	Dairy
Paint and Wallpaper	Furniture
Dry Goods	



# TRADE REVIEW OF WEEK

After the accelerated pace which has marked the course of trade since the middle of July, progress during the week has seemed slow, and expansion has been less extended, although previous gains have been held, in most instances. Current reports lack some of the hopeful exuberance of a month ago, many are tinged with the hesitation which is a concomitant of a Presidential election year, while others give evidence of some difficulty in gauging the outlook, in view of the recent recession in commodity prices.

The uncertainty regarding the latter, however, was dispelled by the energetic recovery in many of the commodity markets this week, which appeared doubly strong because of the sagging tendency which had characterized the trend for the two weeks preceding. Despite the isolated instances of wavering, expansion in many directions is being carried beyond the usual seasonal limits, and more serious consideration is being given to the longer future of business, as there is more vigor and determination in evidence than was discernible in the general attitude six months ago. The situation for the balance of this year is not disturbing, as production will not catch up to an extent that will lead to any congestion in disturbing channels, and inventories are not swelling very fast, at least not in first hands.

Reports from the retail trade continue encouraging, with sales holding up well during the week, despite the rainy weather which was country-wide in its extent. Buying of shoes and clothing still are maintaining the lead, but other lines are beginning to feel the results of increased activity and strengthening prices. Merchandise inventories have been reduced to the smallest value known for many years, and purchases are being confined prin-

cipally to current demand. More effort is being used to turn to quality merchandise, which permits a profitable mark-up. The more courageous attitude of retailers to obtain new business is reflected in the heavy increase in newspaper advertising lineage in

the large urban centers, with merchants reporting a better response to special sales events than at any time in the last two years. The Fall retail trade in dry goods has been of encouraging proportions, particularly as the progress has been made unstimulated by offerings of goods in liquidation.

Helped by seasonal interest, sales of men's wear have been lifted to the highest point in many months, with the demand including nearly all price ranges, despite the continued emphasis on the cheaper

grades. Clothing departments, as a whole, have been running ahead of the furnishings divisions.

Many of the visiting buyers to wholesale markets have made substantial purchases of gift merchandise for holiday promotions, which many retailers plan to start during the early part of November, as the Christmas shopping period will be somewhat longer this year, due to Thanksgiving falling on November 24. The amount of Christmas business which has been placed with wholesalers thus far is running well ahead of the 1931 total.

Industrial concerns generally enjoyed a good week, and pay rolls have been increased materially in many districts. While disappointment is expressed that industrial recovery proceeds slowly, each successive week brings a continuous although gradual improvement, which is all that should be expected following the long disrupted and almost completely disorganized state of so many of the major industries.

## DUN'S INDUSTRIAL INDICES FACTORS REPORTED WEEKLY:

DUN REPORTS	1932	1931	P.C.
Bank Clearings.....	\$5,017,747,000	\$6,464,776,000	-22.4
Commodity Price Advances.....	15	32	...
Commodity Price Declines.....	30	30	...
Insolvencies (number).....	503	582	-5.5

INDUSTRIAL ACTIVITY	1932	1931	P.C.
†Crude Oil Output (barrels).....	2,130,650	2,437,000	-12.6
Electric Power Output (kwh).....	*1,507,503	*1,656,051	-9.0
Freight Car Loadings.....	625,636	763,818	-18.0

## FACTORS REPORTED MONTHLY:

AGRICULTURE	1932	1931	P.C.
†Cotton Consumption (bales), Sept.....	491,655	464,335	+ 5.9
Cotton Exports (bales), Sept.....	733,665	558,192	+31.4

DUN REPORTS	1932	1931	P.C.
Price Index Number, Sept.....	\$136,555	\$136,416	+ 0.1
Insolvencies (number), Sept.....	2,182	1,936	+12.7
Insolvencies (liabilities), Sept.....	\$56,127,634	\$47,255,650	+18.8

FOREIGN TRADE	1932	1931	P.C.
Merchandise Exports, Sept.....	\$132,000,000	\$180,219,507	-26.8
Merchandise Imports, Sept.....	98,000,000	170,365,926	-42.5

INDUSTRIAL ACTIVITY	1932	1931	P.C.
Pig Iron Output (tons), Sept.....	592,589	1,168,915	-49.3
Steel Output (tons), Sept.....	975,061	1,545,411	-36.9
Unfilled Steel Tonnage, Sept.....	1,985,090	3,144,833	-36.9
Building Permits, Sept.....	\$20,738,312	\$54,334,296	-61.8

†Daily average production. ‡Domestic consumption. \*(\$000) omitted.

# SURVEY OF INDUSTRY— THIRD QUARTER, 1932

by QUINCY ADAMS

*Definite improvement in business occurred during the third quarter of the year. Industrial production and sales gained impressively and commodity and security prices advanced consistently for a number of weeks.*

*Confidence returned, hoarding decreased and pent-up spending power was reflected in a sustained increase in retail trade volume.*

*Concerns in all divisions of industry by reducing costs and liabilities, eliminating waste and buying carefully have placed themselves in a position to profit by a moderate gain in business activity. This process has minimized the general credit hazard and strengthened the entire business structure. Because of it profits depend no longer on a return of 1929 prices and volume.*

Definite improvement occurred in the Third Quarter of 1932 in the statistical position of industry and in the mental attitude of the business community. For more than two years there had been a pronounced downward price trend, a steady decline in trade volume and a disturbing increase in pessimism. In the third quarter of this year these trends were reversed.

The prices of important commodities turned sharply upward and showed consistent gains for periods of from six to ten weeks without interruption. Retail buying revived briskly and was sufficiently sustained to make itself felt in several important wholesale and manufacturing lines. Concurrently, security prices, which had been declining steadily for the greater part of the year, engaged in a vigorous forward movement which greatly improved the liquidity of many banking and business concerns. The combination of these factors, occurring as they did almost simultaneously, went a long way toward dispelling the doubt which had been troubling business men since the beginning of the year.

The improvement in sentiment which was experienced during August and September was far greater than would have been the case even as recently as six or eight months before. In the

months that followed the stock market crash of 1929 business men were thinking of current conditions in terms of the boom years 1928 and 1929.

They were hopefully awaiting the return of prosperity. They envisioned this prosperity in terms of the price level and trade volume to which they had become accustomed.

As time passed it became evident that this prosperity had been abnormal and could not reasonably be expected to return quickly. Business men then

began to expect considerably less and at the same time to adjust themselves to current conditions. Through reduction of fixed expenses and operating costs, elimination of waste and careful buying the business structure was greatly strengthened during 1931 and particularly during 1932.

These internal improvements greatly minimized the credit hazard and placed the average con-

## EXPLANATION OF CHARTS

### CHART I.

The averages of Industrial production, sales, inventories and salary and wage scales in this chart are constructed from the reports of a number of the principal organizations in each of the twenty-five industries which are shown separately in Chart II. This material is supplemented by statistics and estimates reported by trade associations, government publications, and all other logical sources of information.

The other averages are also derived from primary sources. The average of commodity prices is based upon the current position of Dun's Index Number of Commodity Prices. The commercial failure average is based upon R. G. Dun & Co. figures. The average of money rates includes all the principal classes of paper.

Bureau of Labor employment figures, questionnaire returns from industrial centers and estimates for the principal centers of population are combined in the average for employment.

### CHART II.

In comparison of industrial sales the sales of the industries contributing to the sales index of Chart I are shown individually.

### CHART III.

The fluctuations in Dun's Index Number of Commodity Prices are shown since 1919.

### CHART IV.

The constituents of The Index of Industrial Activity are bituminous coal production, bank clearings outside New York City and pig iron production. It is not meant to serve as a barometer of all industrial activity as this is clearly too broad a function for any single index. The Index can be applied specifically only after due allowance for all factors involved and its significance must be regarded as general.

CHART I

# STATUS OF INDUSTRY

## THIRD QUARTER 1932

1931=100-

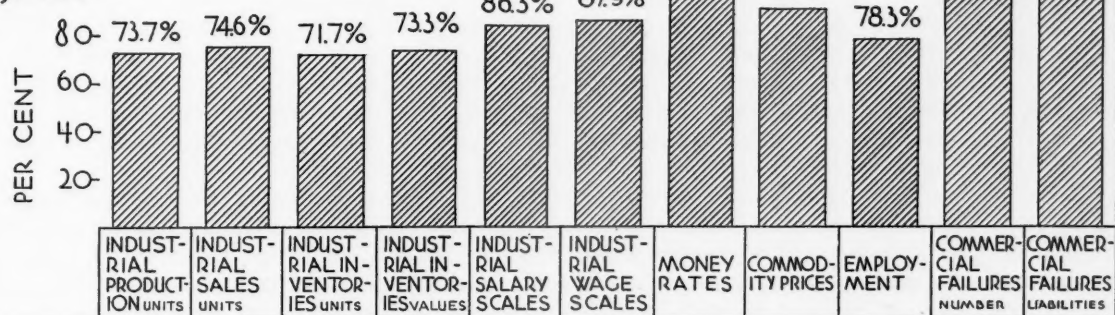
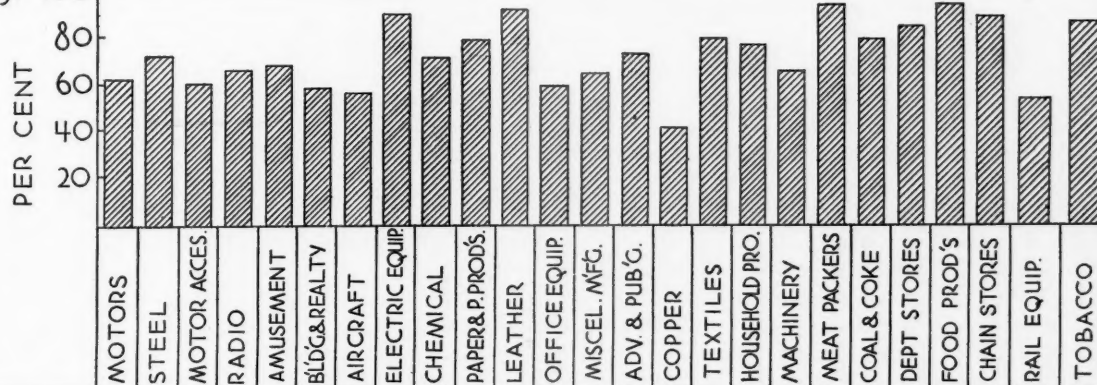


CHART II

# COMPARISON OF INDUSTRIAL SALES

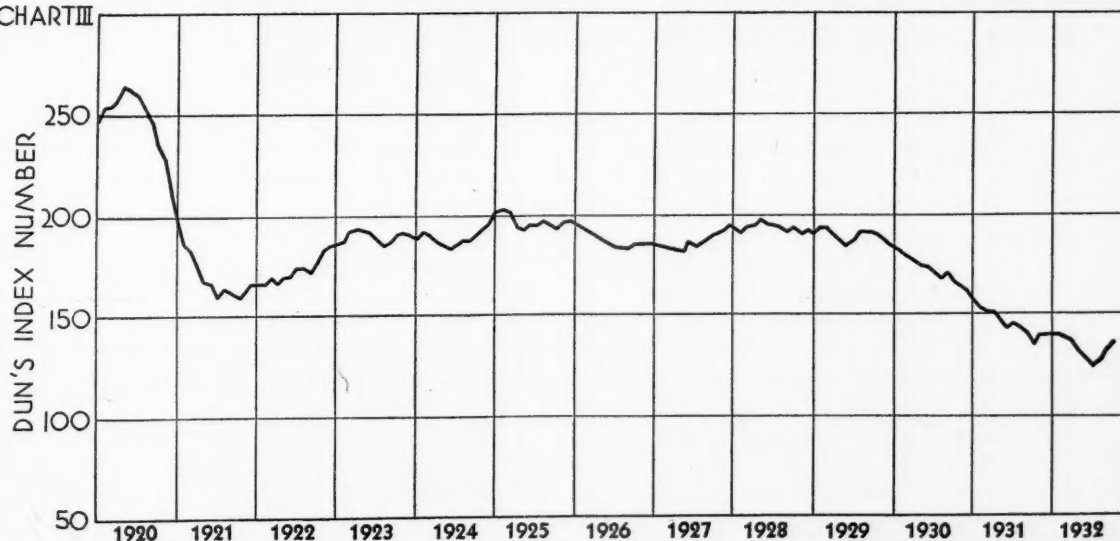
## THIRD QUARTER 1932

1931=100



# DUN'S INDEX NUMBER OF COMMODITY PRICES

CHART III





cern in a position to profit by even a moderate increase in business volume.

Because of this, the slight but definite improvement of the third quarter of this year actually resulted in many instances in a gain in net profits.

The Survey of Industry which is prepared every three months by the Research Department of R. G. Dun & Co. shows tangible improvement in a number of important directions. The material for the survey is obtained by means of questionnaires which are returned by prominent business organizations in all of the major divisions of industry. This material is supplemented by published statistics and estimates which are reported by trade associations, government departments and all other logical sources of information. The reported figures are combined into general averages which indicate broadly the position of industry at the close of the quarter in comparison with the position in the corresponding period of the year preceding.

The current survey indicates that industrial production and industrial sales are both about 26 per cent less than the production and sales of the third quarter of 1931. This is a slightly better comparison than was made in the second quarter of this year partially because of genuine pick-up in production and sales during the period.

Concerns in all divisions of industry have ever since early in 1930, consistently and conscientiously reduced inventories and liabilities. The program was continued without interruption in the third quarter of this year.

Industrial inventories and units for the third quarter were about 28 per cent under the inventories of last year, while the valuations of these inventories were about 27 per cent lower. These two comparisons, again, are more favorable than those reported in the second quarter of this year because of further writing down and liquidation and because of the fact that inventories were also reduced steadily during the third quarter of 1931.

Salary and wage readjustments did not begin in many instances until the third quarter of 1931. The result is that the salary scale and wage scale averages of the third quarter make a better comparison with the corresponding period of 1931 than they did in the second quarter.

The number of commercial failures in the third quarter made a poorer comparison with last year than in the second three months, while the liabilities made a more favorable comparison.

In the second quarter there were 12½ per cent more failures than in the same period of 1931 and these failures involved 67.9 per cent more liabilities than the failures of the earlier period. There were 39.1 per cent more failures in the third quarter of this year than in the same period of last year, while these failures involved only 36.6 per cent more liabilities than did the failures of the third quarter of 1931.

The fact that the liabilities of the third quar-

ter failures made such a markedly better comparison with 1931 than in the second quarter is an encouraging development. It may not indicate the beginning of a downward trend in liabilities but it certainly indicates that fewer larger failures are occurring now than was the case last quarter. The third quarter liability total this year was 16 per cent under that of the second quarter, while in 1931 the third quarter total was 4 per cent greater than that of the preceding three months.

The sales comparisons, which are shown individually, continue to show the same trends that have been visible ever since early 1930.

The trend of Dun's Index Number throughout the entire third quarter of 1931 is illustrated in Chart III. The gain from August 1st to September 1st was 4.2 per cent and there was an additional gain of 1.8 per cent in the following month. As of October 1st the Index Number was at a level which was equivalent to that of the same date in 1931.

Chart IV shows the Index of Industrial Activity, based upon the four-year average from 1921 to 1924 as 100 per cent, from 1920 to October 1, 1932.

It is interesting to note that there was no seasonal third quarter gain in activity in 1930 and that although a gain did appear in 1931 it was of very moderate proportions. The gain this year from 60.7 for October to 62.4 for September was greater than that of 1931 and was the most substantial third quarter rise in activity for the last three years.

The business gains of the third quarter of this year may not be impressive in comparison with more favorable periods preceding 1929, but they are distinctly impressive in view of the apparent hopelessness of the business community earlier in the current year, and from the fact that they provided a definite interruption in the general downward trend.

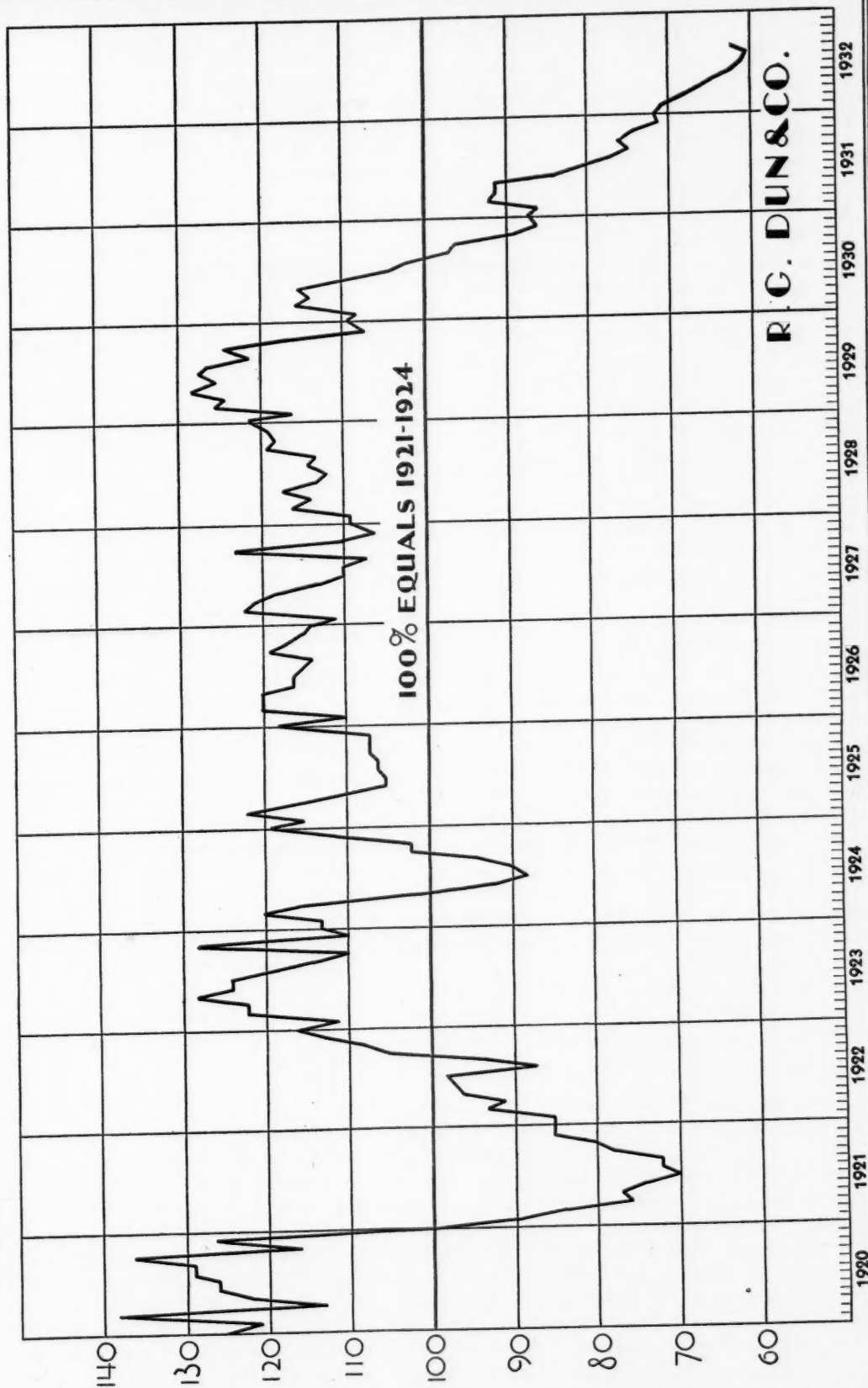
In the third quarter pent-up spending power was released sufficiently to cause many industries to experience a greater than seasonal gain in activity and sales. Hoarding slackened and buying was resumed. Confidence returned.

At the close of the third quarter the seasonal peak in the production of a number of major industries was almost reached. But the business structure was probably stronger than at any time in recent business history.

Careful self-analysis on the part of business organizations has resulted in the last two years in the average concern placing itself in a position to show profits on a volume of business which is far less than that of 1929. We need only moderate improvement for profits and we need only confidence to bring the improvement.

During the third quarter we had impressive evidence of returning confidence and because of this the outlook today, in spite of the probability of sharp seasonal declines in practically all statistical series from now until the end of the year, is one of the brightest in many months.

# CHART IV INDEX OF INDUSTRIAL ACTIVITY



R. C. DUN & CO.

# WHOLESALE GROCERY CREDIT SURVEY

## SECTION II—A STUDY OF RECEIVABLES

The Retail Grocery Merchandising Committee of the National Wholesale Grocers Association of the United States has been collaborating with the Research Department of R. G. Dun & Co., for a number of months in a broad survey of wholesale grocery credits. During the summer, questionnaires which requested information on Receivables and Past Dues were prepared and mailed to a number of Wholesale Grocers throughout the country.

For the purpose of the investigation, the month of May was picked at random. The questionnaires were mailed well after the close of the month to allow the contributors ample time to close their accounts for that period and to prepare the necessary information for the survey.

A total of sixty-two Wholesale Grocers returned their questionnaires complete. This statistical summary is based upon the replies they gave to the questions on Sales, Net Worth, Receivables and Past Dues.

Although sales were requested for May only, it was evident from the figures given that the annual sales averaged over one million dollars for each contributing Grocer.

The 1932 May Sales of the Grocers declined 19% from May 1931, while total dollar Receivables dropped 10% and Past Due Accounts increased one-half of one per cent, according to a study of the returns.

Sales of the Grocers in the Middle West declined 20% which was a greater drop than for other sections. In the East, Sales for 1932 were 14% less than for the same month last year, while the South experienced a drop of 13% and the Far West one of 17%. Total Sales for the 62 Grocers in May, 1931 were \$8,240,424 and in May, 1932, \$6,670,036, a decline for the entire group of 19%.

Wholesale Grocers in all sections show a loss in Net Worth but the falling off was less than for Sales. In the East, the Grocers lost 3% of their Net Worth, about \$7,325 for each Grocer. In the South, the loss was 7% or \$39,846 each. The Middle Western Grocers' Net Worth diminished 4.6%, an

*This material is an analysis of the Second Section of the Wholesale Grocery Credit Survey. The First Section, dealing with the bad debt losses was published in the July 9th issue of Dun's Review. This section compares May, 1932, Receivables, Past Dues, Sales, and Net Worth with the record of May, 1931.*

average of \$16,751, while the Far West showed a loss of less than .14 of 1%, or \$1,151 each. Total May, 1932 Net Worth for all the contributing Grocers was \$26,692,344 a drop of 3.6% from the 1931 figure of \$27,692,735.

Total Receivables for all sections, except the South, were less in May,

1932 than for the same month last year. A comparison with Sales is given in the following table:

Per Cent Increase or Decrease May 1932 Over May 1931				
Territory Sold	No. of Cases	Net Worth	Sales	Total Receivables
East .....	8	-3%	-14%	-6%
South .....	9	-7%	-13%	+4%
Middle West ....	34	-4.6%	-20%	-14%
Far West .....	10	-.14%	-17%	-11%
Entire U. S. ....	1	.....	.....	.....
Total and Avg....	62	-3.6%	-19%	-10%

A relationship will be noted between the drop in Receivables and in Sales, except in the South where Receivables increased 4%. This Southern situation coincides with the findings of the recently published R. G. Dun & Co. Industrial Credit Loss Survey.

It is interesting to observe a breakdown of Receivables into Accounts and Notes. The total Receivables for the group declined 10% and Accounts Receivable dropped 11%. Notes Receivable, however, showed a rise of 5%. This may be due to a desire of the Grocers to take notes from the Retailers for discounting at the bank, or it may be caused by a temporary inability on the part of the retailers to meet the short credit terms prevailing in the grocery business. There was a large increase of Notes Receivable in the East, an advance of 59%. Peculiarly, Notes in the South declined 9%, in the Middle West they increased 10% and in the Far West they increased only .3 of 1%.

For the entire group, May 1931 Receivables were \$8,567,238. On the basis of May Sales, this represents about 27 days business outstanding. The average number of days outstanding in May 1932 was approximately 30, according to the data submitted. (\*)

(\*) Business month considered as 26 days. May 1931 Sales of \$8,240,424 ÷ 26 = \$316,939 as average day's business. This divided into receivables gives days outstanding.



The condition of Accounts Past Due is always of interest and importance, particularly in times of depression. Concerns dealing in foods have a rapid turn over and, for this reason, short credit terms. When houses offering short terms have accounts only a few days past due, the delinquency is greater in comparison with the terms extended than for an industry like silk manufacturing or floor covering which are accustomed to somewhat longer accommodations.

What is the Past Due situation with the Grocers? In May 1931 the 62 Wholesalers reporting had \$2,542,806 past due. It should be remembered that their May, 1932 Sales fell off 19%. Therefore, it would be reasonable to expect a proportionate decline in delinquent accounts. Such is not the case. In May, 1932, the Grocers carried \$2,555,260 in past due items. This is, roughly, about the same as for the preceding year, or more exactly, an increase of .49 of 1%. Actually, the increase is much larger when we consider the decline in Sales.

That Past Dues have increased over the preceding year is not surprising in the light of current conditions. The general public, through unemployment and reduced wages, have found it more difficult to pay their monthly bills at corner grocery stores. The retailers, consequently, find it necessary to run slower in meeting their obligations to the Wholesale Grocers who contributed data to the survey.

The Middle West appears to be an exception to the foregoing statements. Grocers selling in that territory showed a decline of 9% in amount of money past due. This corresponds to a degree with their drop of 20% in Sales. Perfect correspondence between such varying items can scarcely be expected. In fact, experience shows that as Sales decline, the business man makes an exceptional effort to get new customers and extends credit to less desirable risks which he might not consider in good times when he enjoys all the trade he is equipped to handle.

This experience with the Middle West again coincides with the findings of the R. G. Dun Industrial Credit Loss Survey. In Part I of that study, 205 Wholesale Grocers, with total 1931 Sales of 260 million dollars, reported information. Those selling in the Kansas, Nebraska, Iowa, Missouri, Illinois, Indiana, etc., section had a lower percentage of credit loss than Grocers who confined their sales to any other territory in the country. The credit loss for the entire group of 205 was .413 of 1%, about \$5,230 each. The Middle Western area mentioned

showed a bad debt loss of only .306 of 1%, or \$2,790 each. The Sales of the Middle Western Grocers average about 28% less than for all the Grocers as a group, yet their loss in dollars was, roughly, about half of that averaged by all the Grocers as a group.

Other sections of the country were not so fortunate as the Middle West. The East had an increase of 2.6% in dollars past due, the South 5.6%, and the Far West 12%. The figures for the Far West are worthy of special note. Sales for that section declined 17%, Receivables dropped 11%, yet Past Dues increased 12%. This is evidence of sluggish collections.

A brief analysis of the relation of Notes Past Due and Accounts Past Due may also be of interest. The amount of money in Accounts Past Due, exclusive of Notes, dropped less than a fifth of one per cent (.16%). In other words, the delinquent accounts on the books totaled to about the same figure as for 1931, in the face of declining Sales.

The East and Middle West, apparently the sounder sections from a credit viewpoint, had declines in Accounts Past Due of .4 of 1% and 11.4%, respectively. The South and Far West, as would be expected from figures previously quoted, showed increases of 7.4% and 11.3%, respectively.

The Past Due Note situation is slightly different. For the group, Notes Past Due increased 7% over 1931. The East had the greatest increase in Notes Past Due, 58.2%. This matches exactly the Eastern figure given above for the increase in Notes Receivable, 58.9%. The Far West had the next largest increase of Notes Past Due, or 28.5%. Of the more than 2.5 million dollars past due, however, less than 10% is represented in Notes. Of the eight million dollars in Receivables, we again find less than 10% in Notes (8.6% for 1932).

Summarizing the conclusions, Sales, Net Worth, Receivables and Delinquent Accounts for the Wholesale Grocers are not as satisfactory as in 1931. There is nothing startling in this statement of fact, as it is a condition which prevails in practically every business today. Sales are off 19% which is considerably less than the experience in many other lines of industry. With the Steel business at 14% to 20% of capacity, that industry is completely paralysed. The 19% drop in Grocery business need not suggest any very great decline in the amount of business done. The loss in dollar volume of sales is undoubtedly due in large part to lower price levels.

This tabulation facilitates further comparison:

Territory Sold	No. of Cases	PERCENTAGE INCREASE OR DECREASE MAY 1932 OVER MAY 1931								
		RECEIVABLES			PAST DUES					
		Sales	Accts. Rec.	Notes Rec.	Total Rec.	Accts. P. D.	Notes P. D.	Total P. D.		
East .....	8	-14.4	- 7.5	+58.9	- 6.3	- .4	+58.2	+ 2.6		
South .....	9	-13.3	+ 5.6	- 9.2	+ 4.3	+ 7.4	-11.3	+ 5.6		
Middle West .....	34	-20.4	-16.6	+10.0	-14.3	-11.4	+ 7.4	- 9.1		
Far West .....	10	-16.7	-12.2	+ .3	-11.5	+11.3	+28.5	+12.1		
Entire U. S. ....	1	.....	.....	.....	.....	.....	.....	.....		
Total and Avg. ....	62	-19.1	-11.2	+ 5.3	-10.0	- .16	+ 6.9	+ .49		

# TEXTILE LIABILITIES SHARPLY LOWER

*At the end of each quarter the Research Department of the National Credit Office summarizes the insolvency record of the secondary division of the textile industry for the three-month period. The article on this page describes the principal factors developed in the summary.*

*Anyone interested may obtain, without cost, copies of the charts and statistical tables which accompany the third quarter textile insolvency analysis by addressing the Research Department, National Credit Office, 2 Park Avenue, New York City.*

The failure record of the secondary division of the textile industry for the third quarter of 1932 provides positive encouragement. This division of the industry, consisting of manufacturers of coats and suits, men's clothing, dresses and costumes as well as manufacturers of miscellaneous silk and cotton goods and wholesalers of dry goods, reported failures to the number of 295, involving liabilities of \$11,051,000, for the third quarter of this year. Although the number of failures was approximately 28 per cent greater than the number reported for the corresponding period of 1931, the liabilities involved showed an actual drop of nearly 17 per cent.

Steadily, from quarter to quarter, the number and liabilities of failures in this division of industry have been mounting without appreciable interruption. From a total of only 534 failures for the entire year 1929, involving liabilities of slightly less than \$22,000,000, the total gained continuously until more than 1,000 failures were reported for the full year 1931, involving liabilities of nearly \$51,000,000.

In the first two quarters of this year the insolvencies were substantially higher than in the corresponding periods of last year. There were slightly less than 400 failures in the first quarter and slightly more than 400 in the second, each group of which involved liabilities of more than \$17,000,000. The third quarter failures were only 295 and involved liabilities of only slightly in excess of \$11,000,000.

In both 1930 and 1931 the third quarter had fewer failures than in the second but the number for the later period was only slightly below the number for the second three months. In 1932, the decrease from the third to the second quarter exceeded 25 per cent. Again, in 1930 and 1931, the liabilities of the textile insolvencies were greater in both cases in the third quarter than in the second, whereas this year there was a drop of \$6,000,000 between the reported figures for these two quarters and this amounted to more than 30 per cent of the second quarter figures.

From these two comparisons: those with the third quarter of 1931 and those with the second quarter of this year the current failure statistics

show a pronounced degree of improvement, being, as far as liabilities are concerned, 16 per cent under the record of 1931 and more than 30 per cent under the record of the second quarter of this year.

The improvement which appeared in the record for the entire six divisions of the industry is quite clearly evident also in the records of the individual lines.

One of the most favorable showings is made by the manufacturers of dresses and costumes. In the third quarter of 1931 there were 81 failures in this division which involved liabilities of \$3,726,000. In the corresponding period of the current year the number was only 77, involving liabilities of \$1,971,000. This drop in liabilities amounted to nearly 50 per cent.

In the cases of both manufacturers of miscellaneous cotton and miscellaneous silk goods there were more failures reported this year than last but in both cases the liabilities involved were fewer. In the case of manufacturers of miscellaneous silk goods the drop in liabilities amounted to nearly 40 per cent. In 1931 there were 38 failures among manufacturers of miscellaneous cotton goods, whereas this year there were 72. The failures of 1931 involved liabilities of \$3,628,000, whereas the failures of this year had only liabilities of \$3,620,000, a small, but perceptible decrease. Last year there were 48 failures for the third quarter among manufacturers of miscellaneous silk goods, whereas this year there were 69.

In view of the insolvency trend in these six divisions of the secondary division of the textile industry and the fact that the third quarter has hardly shown marked improvement over the second quarter, but has generally shown up less favorably than the same period of the year before, the 1932 insolvency statistics are definitely encouraging. The improvement is due in part to a firmer price base during recent weeks as well as to a marked increase in retail trade which was reflected back into the operations of the manufacturers and wholesalers. The record is regarded with satisfaction and it is hoped that it may indicate a definite turn for the better in this industry.

# SECURITY TRADING LISTLESS

by GEORGE RAMBLES

Share quotations on the New York Stock Exchange fluctuated idly upward and downward this week, with no very marked changes recorded in either direction. Trading was at low levels, turnover in full sessions amounting to less than 1,000,000 shares on one or two occasions. Floor traders accounted for a substantial part of the business, as investors took little interest in the proceedings, notwithstanding further indications of progress in the business revival. The tone on the Exchange was rather good, and in most circles it is believed that the next large movement will be upward.

Results of the election will, however, clearly be awaited before the investment public shakes off its apathy. The national campaign is absorbing all interest and overshadows such financial phenomena as a sharp dip in sterling exchange, exceedingly easy money rates, and the general return of financial confidence. Clarification of many matters depends on the election, and views of the candidates are noted with keenest interest. The financial district is awaiting a comprehensive outline of the positions of both candidates, as the outcome is regarded as uncertain for the first time in sixteen years.

Political maneuvering in New York City to a degree that involves the immediate financial position of the community also added to the general uncertainty of traders and investors, as the financial future of this largest city in the country is naturally a matter of intimate concern to investors. Aloofness is natural in these circumstances, and stock prices, left largely to themselves, drifted in a rather narrow range without a definite trend.

Trading in stocks was at its lowest level in three months early this week, and quotations moved irregularly lower. Losses were in most instances fractional, and they were offset by small advances in some prominent issues. The tendency was reversed Tuesday, most stocks showing small gains. Selling of tobacco stocks in volume late in the day upset the market to a degree, and not all the advances were retained. The market continued its gradual but uncertain recovery in subsequent ses-

*Security prices fluctuate in rather narrow range, without clearly-defined trend. Volume slackens perceptibly, as public interest turns to Presidential campaign. Higher-grade bonds improve during week, but second grades continue to follow stock trend quite closely. Foreign dollar list holding firm.*

sions. The trend varied rapidly, as the market remained quite thin and buying or selling on a small scale sufficed to move prices. Leading stocks bounded upward more distinctly after a bad start, Thursday, owing to indications that business leaders are organizing for trade recovery. Indications

that steel operations and car-loadings are showing better trends helped the forward movement.

Listed bonds also varied in trend, as they are unusually subject at present to speculative and other external influences. Highest grade bonds did better than others, the general tendency in this group being upward, owing to the extremes of cheap money now reached. The likelihood that the national

## BOND LIST IRREGULAR

budget will be carefully controlled and expenditures for such purposes as veterans' bonus payments kept within bounds occasioned an upswing in United States government securities, and high-grade corporation bonds also advanced under this leadership.

The award of a new issue of \$75,000,000 in 91-day Treasury discount bills on Monday was at a record low average figure of 0.14 per cent.

Second-grade railroad bonds and the obligations of most industrial concerns moved much in accordance with the trend of equities. Movements were confined to a point or two in either direction, and net changes were not important. Local traction bonds moved slightly upward, after abandonment by the New York City Board of Estimate of the partial pay-as-you-go plan of new subway financing. The assumption that this will lead eventually to a higher fare brought some buying of traction bonds. Foreign dollar securities moved independently, with London interest heavy buyers of Australian and some European bonds at times. A fair tone prevailed in this department of the market.

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending Oct. 19, 1932	Stocks—Shares		Bonds	
	This Week	Last Year	This Week	Last Year
Thursday .....	1,200,000	1,375,700	\$8,500,000	\$16,622,000
Friday .....	2,028,600	1,400,000	9,000,000	18,147,000
Saturday .....	593,500	627,600	4,700,000	7,391,000
Monday .....	800,000	900,000	7,300,000	13,485,000
Tuesday .....	1,000,000	2,500,000	8,900,000	15,377,000
Wednesday .....	1,200,000	2,200,000	7,100,000	12,096,000
Total .....	6,822,100	9,003,300	\$45,500,000	\$83,118,000



# FAILURES CONTINUE BELOW LAST YEAR'S

For the third successive time, business failures are fewer in number than those of a year ago. The records of R. G. Dun & Co. for the past week show 503 insolvencies in the United States, compared with 532 similar defaults in the second week of October last year. The tendency from week to week in the fourth quarter of the year generally is in the direction of a higher level as that period progresses toward the close of the year. For the past week the 503 failures recorded, compare with 496 in the preceding week and 540 for the final week in September. The comparative figures for 1931, respectively, were 532, 518 and 543.

A further improvement appears in the latest report in the West and for the three Pacific Coast States. For both of these sections failures were fewer in number than for either of the two preceding weeks, as well as for a year ago. On the other hand, an increase is shown for the East and the South. Of the past week's failures in the United States, 329 had liabilities of \$5,000 or more in each instance, against 315 similar defaults a year ago.

Canadian failures numbered 50, against 60 the preceding week. Last year, for the corresponding period, 54 defaults occurred.

SECTION	Five Days Oct. 13, 1932		Week Oct. 6, 1932		Week Sept. 29, 1932		Five Days Oct. 15, 1931	
	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East .....	144	197	131	179	137	188	83	150
South .....	74	128	65	118	76	126	95	162
West .....	75	123	78	131	116	171	169	165
Pacific .....	36	55	35	68	40	61	28	55
U. S. ....	329	503	309	496	369	540	315	532
Canada ....	25	50	32	60	43	70	32	54

## DUN'S INSOLVENCY INDEX AGAIN SHOWING INCREASE

increase, but perhaps not more than is seasonal. At 138.5 for October to date, the Insolvency Index compares with 132.1 for September and 140.5 for the first half of October, 1931. The advance over September this year was 6.4 points—the comparative figures for 1931 were higher in the same period of that year by 26.5 points.

Exceptional conditions developed rather suddenly a year ago, which occasioned considerable disturbance at that time and for many months thereafter. An average advance in a normal year of 3.4 per cent in the Insolvency Index from September to October is shown in the recent records. This year for October to date the increase has been 4.9 per cent; a year ago it was 23.2 per cent.

The figures printed below are computed on the basis of the number of commercial insolvencies

to each 10,000 firms in business in the United States:

	Monthly			5-Year Average 1925-29 Ratio	Monthly	
	1932	1931	1930		1922	1921
October to date....	138.5	140.5	116.6	90.2	108.8	109.8
September .....	132.1	114.0	112.9	87.2	100.0	98.7
August .....	155.5	111.3	105.7	90.9	104.2	98.4
July .....	156.3	112.1	112.4	95.7	109.7	110.4
June .....	155.2	112.4	114.4	100.8	115.6	105.4
May .....	162.0	131.7	119.9	104.5	119.8	124.4
April .....	158.0	134.1	125.0	107.4	128.0	137.3
March .....	159.7	146.0	128.4	110.4	126.6	144.8
February .....	165.9	160.0	146.7	128.2	147.0	163.7
January .....	201.8	188.4	150.2	139.5	160.0	173.7
Year to date.....	158.2	136.0	123.6	105.5	.....	126.7
November .....	.....	141.2	127.0	107.1	122.8	132.8
December .....	.....	158.8	140.7	112.6	128.8	159.6

## MARKED GAIN IN BANK CLEARINGS THIS WEEK

Bank clearings again are considerably above those of the preceding week—six days compared with five for the week before. This week's figures are very much higher, however. The total for all leading cities in the United States of \$5,017,747,000 was \$1,662,025,000 ahead of the record of the previous week. A similar comparison for 1931 shows an increase of only \$104,383,000. The decline this week from last year was but 22.4 per cent; for many months the loss has been much above this figure. Clearings at New York City make relatively the best exhibit, \$3,422,686,000 being 19.4 per cent below those for the same week of last year.

Figures for leading cities, compared with those of last year, as compiled by R. G. Dun & Co., are printed herewith; also, average daily bank clearings for the year to date:

	Oct. 19, 1932 Week	Oct. 21, 1931 Week	Cent Per
Boston .....	\$223,989,000	\$372,620,000	-40.0
Philadelphia .....	290,600,000	350,000,000	-17.1
Baltimore .....	63,633,000	79,526,000	-20.0
Pittsburgh .....	83,880,000	122,526,000	-31.5
Buffalo .....	27,700,000	38,800,000	-30.0
Chicago .....	215,900,000	311,000,000	-30.6
Detroit .....	54,291,000	104,832,000	-48.4
Cleveland .....	75,400,000	104,519,000	-27.9
Cincinnati .....	49,611,000	55,630,000	-10.8
St. Louis .....	64,700,000	89,700,000	-27.9
Kansas City .....	62,306,000	88,888,000	-29.9
Omaha .....	24,937,000	36,067,000	-30.9
Minneapolis .....	52,759,000	64,078,000	-27.7
Richmond .....	29,478,000	37,741,000	-21.9
Atlanta .....	50,706,000	52,000,000	-4.1
Louisville .....	23,669,000	22,998,000	+ 2.9
New Orleans .....	30,964,000	45,311,000	-31.7
Dallas .....	36,990,000	44,880,000	-17.6
San Francisco .....	106,300,000	142,400,000	-25.4
Portland .....	21,009,000	30,358,000	-31.8
Seattle .....	26,845,000	32,899,000	-18.4
Total .....	\$1,595,061,000	\$2,206,773,000	-27.7
New York .....	3,422,686,000	4,258,603,000	-19.4
Total All .....	\$5,017,747,000	\$6,464,776,000	-22.4
Average Daily:			
Oct. to date.....	\$796,385,000	\$1,275,892,000	-37.6
September .....	752,542,000	1,148,547,000	-34.2
August .....	690,566,000	1,053,966,000	-34.5
July .....	712,181,000	1,237,455,000	-42.4
Second Quarter .....	766,821,000	1,423,998,000	-46.2
First Quarter .....	923,896,000	1,464,312,000	-35.0

# SEPTEMBER INSOLVENCIES BY BUSINESS GROUPS

Numerically, failures for September were the lowest for any month this year, the total being 2,182, with liabilities of \$56,127,634. There were 513 insolvencies in the manufacturing division. This figure is 136 below the 649 reported for August, the decrease occurring mainly in printing and publishing, and textiles. A monetary decline prevails in the manufacturing class, and is especially marked in the leather and shoes, non-ferrous metals, stone, clay and glass, and textiles group. The only notable increase is one of \$2,500,000 in the forest products class.

FAILURES BY DIVISIONS OF INDUSTRY—SEPTEMBER, 1932

MANUFACTURERS	Number		Liabilities	
	Sept.	Aug.	Sept.	Aug.
Chemicals and Drugs.....	25	34	\$465,831	\$612,514
Food.....	73	74	1,864,605	2,107,463
Forest Products.....	56	77	6,232,433	3,565,823
Iron and Steel.....	72	95	2,411,096	3,217,122
Leather and Shoes.....	21	27	539,046	2,216,911
Machinery.....	21	21	2,079,082	1,689,206
Non-Ferrous Metals.....	22	27	241,321	1,344,411
Paper & Paper Products.....	6	8	109,138	222,423
Petroleum & Coal.....	4	7	223,928	558,001
Printing & Publishing.....	28	41	1,272,862	668,712
Rubber Goods.....	2	3	334,914	22,000
Stone, Clay & Glass.....	20	20	499,183	1,327,833
Textiles.....	83	127	1,635,741	5,087,898
Transportation Equipment.....	18	21	1,061,733	1,661,933
All Other.....	62	67	3,340,863	3,167,960
Total Manufacturers.....	513	649	\$22,311,776	\$27,461,210

## WHOLESALE

WHOLESALE	Number		Liabilities	
	Sept.	Aug.	Sept.	Aug.
Chemicals and Drugs.....	3	5	\$33,500	\$72,407
Food.....	38	56	914,049	2,130,591
Forest Products.....	7	9	538,609	619,220
Iron and Steel.....	8	5	216,337	153,363
Leather and Shoes.....	3	6	589,963	171,752
Machinery.....	3	7	99,379	269,436
Non-Ferrous Metals.....	5	7	362,000	219,631
Paper & Paper Products.....	7	4	184,641	345,698
Petroleum & Coal.....	4	8	106,453	185,000
Rubber Goods.....	2	1	141,050	194,091
Stone, Clay & Glass.....	1	6	260,000	1,092,591
Textiles.....	19	25	884,967	40,641
Transportation Equipment.....	2	3	62,120	868,143
All Other.....	19	22	590,224	
Total Wholesalers.....	118	164	\$4,333,329	\$6,947,527

## RETAILERS

RETAILERS	Number		Liabilities	
	Sept.	Aug.	Sept.	Aug.
Books and Periodicals.....	9	12	\$80,450	\$277,354
Chemicals and Drugs.....	132	128	1,431,289	1,586,282
Food.....	352	537	3,127,134	5,006,919
Forest Products.....	74	81	2,504,775	2,297,159
General Stores.....	76	107	818,840	1,711,787
Hotels.....	17	19	1,583,269	2,362,035
Iron and Steel.....	51	56	1,122,862	781,162
Leather and Shoes.....	76	80	1,424,472	1,017,279
Machinery.....	18	19	229,999	542,655
Non-Ferrous Metals.....	35	60	459,827	1,100,009
Paper and Paper Products.....	17	25	296,023	163,773
Petroleum and Coal.....	35	36	535,448	1,112,520
Railroad Equipment.....	11	12	99,935	71,171
Rubber Goods.....	9	6	64,290	544,131
Stone, Clay and Glass.....	330	419	5,196,576	5,663,753
Textiles.....	1	...	22,000	...
Transportation Equipment.....	79	92	2,005,688	3,822,723
All Other.....	88	117	1,134,378	1,895,400
Total Retailers.....	1,410	1,806	\$22,137,305	\$29,956,112

## OTHER COMMERCIAL

OTHER COMMERCIAL	Number		Liabilities	
	Sept.	Aug.	Sept.	Aug.
Advertising.....	4	6	\$148,789	\$42,750
Billiards & Bowling.....	3	3	79,147	72,533
Brokers (Investment).....	3	4	409,286	1,989,718
Cleaners.....	15	14	235,349	117,489
Garages.....	26	33	455,010	648,008
Hauling & Trucking.....	12	22	87,555	418,477
Insurance.....	3	1	85,474	150,400
Laundry.....	7	7	232,932	183,644
Real Estate.....	33	31	3,679,354	4,747,531
Taxicab Companies.....	4	1	45,585	10,308
Undertakers.....	6	9	92,723	78,336
All Other.....	25	46	1,896,020	4,207,169
Total Other Commercial.....	141	177	\$7,345,224	\$12,666,363
Total U. S.....	2,182	2,796	\$56,127,634	\$77,631,212

Among wholesalers, in all but three items, decreases appear in the number of insolvencies. The amount of money involved is over two million dollars less than last month's indebtedness. The best exhibit of all is made by the retail defaults, which number 1,410, or 396 below August's total of 1,806, and are nearly \$7,000,000 under last month's liabilities.

A more comprehensive tabulation is made this month of the failures known as "Other Commercial," those which cannot properly be classed with either the manufacturing or trading divisions. The entire indebtedness for "Other Commercial" failures is over \$5,000,000 lower than it was during August.

## INSOLVENCIES GROUPED BY RESERVE DISTRICTS

The exhibit of commercial failures by Federal Reserve Dis-

tricts for September, shows an increase in eight of the twelve districts when comparison is made with those of the same period of 1931. The exceptions are the Eighth, Tenth, Eleventh and Twelfth districts. Liabilities are also heavy in a majority of the territories.

FAILURES BY FEDERAL RESERVE DISTRICTS—SEPTEMBER  
Compiled by R. G. Dun & Co.

Districts	Number		Liabilities	
	1932	1931	1932	1931
Boston (1).....	194	143	\$4,407,385	\$2,183,270
New York (2).....	417	355	14,919,996	7,293,419
Philadelphia (3).....	117	113	4,551,618	2,694,230
Cleveland (4).....	220	165	4,618,541	4,313,896
Richmond (5).....	150	102	2,638,430	2,740,714
Atlanta (6).....	125	111	2,068,750	1,591,880
Chicago (7).....	338	315	12,052,303	7,560,601
St. Louis (8).....	95	102	1,427,674	2,821,575
Minneapolis (9).....	84	53	1,052,247	1,857,512
Kansas City (10).....	122	128	1,484,370	3,324,257
Dallas (11).....	65	93	1,237,934	2,229,515
San Francisco (12).....	255	276	5,608,186	8,904,772
United States.....	2,182	1,936	\$56,127,634	\$47,255,650

## FAILURE RECORDS BY CHIEF CITIES

About 34 per cent of the total number of failures reported in the United States

for September occurred in fourteen of the larger cities. Failures in September decreased 614 from the August total and this is reflected in the different important centers. Nine of the cities show a decline in both number and liabilities.

FAILURES IN SPECIFIED CITIES IN THE UNITED STATES

Federal Res. Dist.	Population		Number		Liabilities	
	Sept.	Aug.	Sept.	Aug.	Sept.	Aug.
Baltimore.....	5	804,974	32	38	\$265,734	\$669,207
Boston.....	1	781,188	25	29	713,041	231,197
Buffalo.....	2	573,076	22	26	399,140	766,194
Chicago.....	7	3,376,438	129	137	6,002,100	5,326,000
Cincinnati.....	4	451,160	17	14	967,766	651,295
Cleveland.....	4	900,429	34	38	460,118	1,098,752
Detroit.....	7	1,568,662	38	65	2,394,112	3,612,565
Los Angeles.....	12	1,238,048	50	68	1,781,984	1,305,353
Milwaukee.....	7	578,249	29	23	416,746	923,033
New York City.....	2	6,930,446	269	376	11,745,462	10,944,987
Philadelphia.....	3	1,950,961	32	38	1,334,883	2,034,152
Pittsburgh.....	4	668,817	10	9	134,246	305,631
St. Louis.....	8	821,960	14	28	250,736	1,424,726
San Francisco.....	12	634,394	35	35	844,548	3,475,706

## BUSINESS CONDITIONS — REPORTED BY

**ATLANTA** While merchants are showing Fall wearing apparel, sales have been retarded, due to continued warm weather. Manufacturers of women's wear report a moderate increase in sales, the demand being principally for cheap merchandise. Wholesale grocers report prices on most articles on the downward trend. Building operations are inactive. The drop in the price of cotton has had a depressing effect on general trade activity.

**BALTIMORE** Although operating rates, especially in the case of the heavy industries and wholesale distribution continue to be disappointing, current retail sales in the Fifth Federal Reserve district approximate closely last year's figures at the corresponding period. Early holiday buying is not in evidence, as yet, but colder weather would, no doubt, stimulate business.

**BOSTON** During the past month, the rate of business activity increased considerably, but the stimulus of increases in the textile and leather lines has not been sufficient to carry the volume of sales upward at the same rate during the current month. An optimistic sentiment, however, still pervades all branches of trade, and previous gains have been held, to a large extent.

**BUFFALO** Sales of both men's and women's cold weather apparel have made good gains during October. Stocks are low and orders are being placed with local wholesalers calling for quick deliveries. Commodity levels are somewhat higher than they were, and Fall trade shows definite signs of improvement. The medium-size and small manufacturing plants in the local industries report an increasing amount of repeat orders, due largely to their customers buying in small amounts.

**CHICAGO** Current wholesale dry goods activities continue in excess of last year's, with no signs of a tapering off from the recent high levels. Meanwhile, specific reports on business for September and earlier show some rather startling gains over the 1931 record. Sales of one wholesale dress house during August and September more than doubled the 1931 totals. Retail trade has been excellent, with a specially-featured two-day sale drawing big crowds.

**CLEVELAND** Moderate increases continue in most lines of retail trade, in many instances exceeding normal seasonal gains. Wholesalers and jobbers report encouraging interest shown by buyers throughout this district, with more confidence reflected in larger orders for future delivery. Staple products in wearing apparel and foodstuffs reflect increasing strength.

**DENVER** Both retail and wholesale trade continue to show seasonal improvement, but are much smaller than a year ago. Denver wholesale and jobbing houses will benefit through sugar beet crops now being harvested. It is reported that Colorado and Nebraska farmers will receive approximately \$12,000,000. Neither wholesale nor retail prices show any change from the previous week.

**LOS ANGELES** Reports from practically all lines during the week indicate business holding well up to the last few weeks, with a further improvement reported in some districts. Retail business made a satisfactory showing for September over August, and employment was increased about 19 per cent. This was reflected favorably in retail circles. The motion picture industry still is working on full schedules, with very noticeable improvement in employment conditions.

**LOUISVILLE** Retail sales continue fair, in view of current conditions, while wholesale volume is maintained, for the most part, at the high level of September. Plumbing supplies are moving in better volume, and manufacturers of paint report that the increase in production that started in August was continued through September. Manufacturers of paper boxes noted a sharp upturn in business in September, with the outlook better than it has been in the last two years. Movement of agricultural implements has been affected adversely by the slump in cotton prices.

**MEMPHIS** Some seasonal pick-up may be noted in certain lines of trade, but the restraining effect of disappointing cotton prices and widespread holding for better prices is manifest. Merchants have emphasized the fact that sales of some articles recently have shown an increase, but the lack of confidence in the immediate future has encouraged adherence to the cautious buying policy.

**NEWARK** While improvement among manufacturers generally continues somewhat irregular, the textile manufacturers now are fairly well occupied. Tanners and manufacturers of leather also find some improvement and sales are larger. Among metal novelties and advertising specialties, more activity is reported as the Fall season advances. Manufacturers and dressers of fur are operating nearer full time than for nearly a year.

**OMAHA** Seasonable changes have been reflected in better sales during the past four weeks. Merchants are buying more freely because of advances in the textile line and those of the better class are com-



# DISTRICT OFFICES OF R. G. DUN & CO.

mening to build up their inventories once more. Consumers still are holding purchases to necessities, though a few young men's novelties such as corduroys and leather coats are moving out more freely.

**PHILADELPHIA** General trade appears to be holding all of its recent gains, and the ground is being laid carefully for further expansion. The week-end sales of the leading department stores reached record proportions, and in most cases the volume exceeded last year's record in units if not dollar value, despite the lower prices at which most merchandise now is selling. Demand is spreading rapidly from shoes and ready-to-wear items to house-furnishings, furniture, radios, and small electrical appliances. Wholesale grocers report some evidences of improvement, but the demand for jewelry continues light. Sales of motor trucks in September were the largest of any month since May, 1931.

**PITTSBURGH** Mild temperatures and rain the fore-part of the week have had a tendency to restrict the volume to trading at both wholesale and retail. Men's and women's apparel have been moving more slowly, but there has been an improvement in the demand for housewares, including electrical appliances and cooking utensils. Sales of radios have increased, particularly the lower-priced sets, and a slight pick-up is noted in the demand for jewelry, although it still is confined to the cheaper grades and novelties. Holiday lines are commencing to move at a slightly higher rate.

**PORTLAND, Ore.** Rain following a long drought has improved sales in shoes and clothing lines. Logging conditions also have improved, and activity has been resumed by some plants, with prospects of a further increase. Grain movement continues sluggish, with no improvement in prices. Brisk inquiry is reported for Winter and holiday merchandise. Hosiery sales have shown a marked increase both at wholesale and retail. No special developments are expected until after election.

**RICHMOND** Sales volume in the apparel and food products lines generally is satisfactory, but producers and dealers in non-essential and luxury products, in most cases, report no improvement in sales or price levels. Sales of footwear, both wholesale and retail, have shown satisfactory improvement during the past several weeks, demand for work-shoes being especially good. Manufacturers of popular-priced lines of men's clothing report unit volume about that of a year ago, with monetary turnover equivalent to last season's, despite a 20 per cent drop in price during the interim.

**ROCHESTER** Public sentiment in this district has improved considerably, and manufacturers, merchants, and bankers are looking forward to the next three months with a great deal of confidence. Retail trade has been fair, and crops are reported to be in good condition. Factory employment in September was 4 per cent ahead of the August total, with pay rolls showing a gain of 5 per cent during the same period.

**SAN FRANCISCO** The past week has continued satisfactorily, and gains have been maintained in the various lines of trade although these are necessarily slight. The department stores report considerable activity but principally in the cheaper articles, although the higher-priced specialty stores report satisfactory business during the past week in view of the opera season that is just about to begin. The new San Francisco-Oakland Bridge now is a certainty, but it will be several months before the actual benefit from such a gigantic enterprise will be felt.

**ST. LOUIS** While improvement in general business conditions throughout this district shows some progress over the previous week, there has been a slackening noticeable. Ready-to-wear clothing has had a rather favorable season and late orders continue to be received for moderate amounts. Shoe manufacturers report a satisfactory volume of sales for the season, while trades which are less seasonable report satisfaction with the progress made to date. The manufacturers of paper boxes and containers have made considerable progress during the past few weeks. Heavy chemicals and drugs find sales practically unchanged over those of the previous week. Retail establishments report sales light for the week, due to the mild weather.

**TOLEDO** Retail trade has not shown any material improvement except in the wearing apparel line of the popular-priced goods. Sales are largely for cash. Dry goods sales have shown a slight increase. Movement of wholesale dry goods has not increased, although it is reported there is a scarcity of merchandise in this line. The shoe trade has shown a slight decrease during the past two weeks.

**TWIN CITIES (St. Paul-Minneapolis)** Industrial activity in textiles, leather goods, and furs continue to increase in this district, and some factories now report sufficient orders on hand to insure capacity operations for the remainder of the year. Wholesalers in general merchandise, dry goods, and food-stuffs are well occupied; other lines show no marked change. Retail sales in some part of the country district have been affected detrimentally by the farmers' strike, but sales in the large cities are holding up well.

# WEEKLY QUOTATION RECORD OF

After the sharp drop last week, due chiefly to the fluctuations in the foodstuffs group, advances are more than twice as numerous in the current com-

pilation of Dun's wholesale commodity quotations, the total of 15 comparing with 7 in the previous exhibit. Although the declines outnumbered the

	Net Change	This Week	Last Week	Last Year		Net Change	This Week	Last Week	Last Year
<b>FOODSTUFFS</b>									
<b>BEANS:</b> Pea, choice....100 lbs		2.25	2.25	3.75	<b>FAS Plain Red Gum,</b>				
Red kidney, choice.... " +60		3.35	2.75	4.25	4/4".....per M fr		62.00	62.00	76.00
White kidney, choice.... " -25		5.25	5.50	5.75	<b>FAS Ash 4/4".....</b>		64.00	64.00	79.00
<b>COFFEE:</b> No. 7 Rio.....lb		8%	8%	5%	<b>FAS Poplar, 4/4", 7 to</b>		78.00	78.00	83.00
Santos No. 4..... " 13		13	13	8	17"..... " " "				
<b>DAIRY:</b>					<b>Beech, No. 1 Common,</b>		40.00	40.00	48.00
Butter, creamery, extra....lb + 1/2		21	20 1/2	34 1/2	4/4"..... " " "		75.00	75.00	100.00
Cheese, N. Y., fancy.....dos		18 1/2	18	16	<b>FAS Birch, Red 4/4".....</b>		70.00	70.00	82.60
Eggs, nearby, fancy.....dos		38 1/2	38 1/2	49	<b>FAS Cypress, 1".....</b>		65.00	65.00	70.00
Fresh, gathered, extra firsts. " 28		28	28	28	<b>FAS Chestnut, 4/4".....</b>				
<b>DRIED FRUITS:</b>					No. 1 Com. Mahogany,		140.00	140.00	155.00
Apples, evaporated, fancy....lb		7 1/2	7 1/2	10 1/2	(African), 4/4".....		60.00	60.00	80.00
Apricots, choice..... " 7 1/2		7 1/2	7 1/2	8 1/2	<b>FAS H, Maple, 4/4".....</b>		25.50	25.50	28.50
Citron, imported..... " 16		16	16	15	<b>Canada Spruce, 2x4".....</b>				
Currents, cleaned, 50-lb. box. " 11 1/2		11 1/2	11 1/2	11 1/2	N. C. Pine, 4/4", Edge				
Lemon Peel, imported..... " 16		16	16	16 1/2	Under 12" No. 2 and				
Orange Peel, Imported..... " 17		17	17	17	Better..... " " "		29.00	29.00	42.00
Prunes, Cal. 40-50, 25-lb. box. " 4 1/2		4 1/2	4 1/2	5 1/2	<b>Yellow Pine, 3x12".....</b>		38.00	38.00	58.00
Peaches, Cal. standard..... " 5 1/2		5 1/2	5 1/2	7 1/2	<b>FAS Basswood, 4/4".....</b>		57.00	57.00	68.00
<b>FLOUR:</b> Spring Pat....196 lbs -5		3.75	3.80	4.30	<b>Douglas Fir, Water,</b>				
Winter, Soft Straights.... " -10		3.20	3.20	3.60	Ship, c. l. f., N. Y.,		20.25	20.25	22.50
Fancy Minn. Family.... " 5.00		5.00	5.10	5.65	2x4, 18 feet..... " " "		54.00	54.00	66.00
<b>GRAIN:</b> Wheat, No. 2 R.....bu - 3/4		64 1/2	65	69 1/2	Clear..... " " "		19.00	19.00	24.25
Corn, No. 2 yellow..... " -1 1/2		40 1/2	41 1/2	55 1/2	<b>North Carolina Pine</b>				
Oats, No. 3 white..... " 25 1/2		25 1/2	25 1/2	33 1/2	Roofers, 13/16x6".... " " "		3.25	3.25	5.00
Rye, No. 2, F. O. B..... " +1 1/2		40 1/2	40 1/2	48 1/2	Rosin "B".....bbl -15		3.50	3.65	3.85
Barley, malting..... " 37 1/2		37 1/2	36 1/2	58 1/2	Tar, kiln burned..... " 9.00		9.00	9.00	10.00
Hay, No. 1.....100 lbs		90	90	1.00	<b>Turpentine, carlots.....gal + 1/2</b>		45 1/2	45 1/2	35 1/2
<b>HOPS:</b> Pacific, Pr. '32.....lb +1		20	19	22	<b>PAINTS:</b> Litharge, com'l Am. lb		12	12	13 1/2
<b>MOLASSES AND SYRUP:</b>					Red Lead, dry.....100 lbs		6 1/2	6 1/2	13 1/2
Blackstrap-bbls.....gal 9 1/2		9 1/2	9 1/2	9 1/2	White Lead in Paste.....lb		12	12	13 1/2
Extra Fancy..... " 54		54	54	54	dry..... " 6 1/2		6 1/2	6 1/2	6 1/2
<b>PEAS:</b> Yellow split, dom. 100 lbs		5.00	5.00	4.75	Zinc, American..... " 9 1/2		9 1/2	9 1/2	9 1/2
<b>PROVISIONS, Chicago:</b>					<b>ADVANCES 1; DECLINES 1.</b>				
Beef Steers, best fat....100 lbs -25		8.75	9.00	10.25	<b>HIDES:</b> Chicago:				
Hogs, 220-250 lb. w'ts. " -25		4.00	4.25	5.35	Packer, No. 1 native.....lb		8 1/2	8 1/2	7 1/2
Lard, N. Y., Mid. W. " +5		4.75	4.70	8.25	No. 1 Texas..... " -1		7	8	7 1/2
Pork, mess.....bbl +30		17.50	17.20	21.50	Colorado..... " -1 1/2		6	7 1/2	7 1/2
Lambs, best fat, natives.100 lbs -25		5.75	6.00	6.60	Cows, heavy native..... " -1 1/2		6	7 1/2	6 1/2
Sheep, fat ewes..... " 2.00		2.00	2.75	7.62	No. 1 buff hides..... " -1 1/2		4 1/2	4 1/2	5 1/2
Short ribs, sides l'se. " 6.75		6.75	7.62	8 1/2	No. 1 extremes..... " -1 1/2		5	5 1/2	6 1/2
Bacon, N. Y., 140 down.....lb		9	9	11 1/2	No. 1 kip..... " + 1/2		6 1/2	6 1/2	6
Hams, N. Y., 18-20 lb. " - 1/2		3	3 1/2	3 1/2	No. 1 calfskins..... " - 1/4		6 1/2	6 1/2	6 1/2
Tallow, N. Y., sp. loose..... " 4		4	4	5	Chicago city calfskins..... " 8 1/2		8 1/2	8 1/2	7 1/2
<b>RICE:</b> Dom. Long grain, fancy.lb		2 1/2	2 1/2	3 1/2	<b>LEATHER:</b>				
Blue Rose, choice..... " 2 1/2		2 1/2	2 1/2	3	Union backs, t.r.....lb		26	26	30
Foreign, Japan, fancy..... " 2 1/2		2 1/2	2 1/2	3	Scoured oak-backs, No. 1.....		29	29	34
<b>SPICES:</b> Mace, Banda No. 1...lb		35	35	40	No. 2 butt bends..... " 41		41	41	48
Cloves, Zanzibar..... " - 3/4		11	11 1/2	13	<b>ADVANCES 1; DECLINES 7.</b>				
Nutmegs, 105s-110s..... " 11		11	11	13	<b>TEXTILES</b>				
Ginger, Cochila..... " 4 1/2		4 1/2	4 1/2	7 1/2	<b>BURLAP,</b> 10 1/2-oz. 40-in.....yd - 1/2		4 1/2	4 1/2	4 1/2
Pepper, Lampong, black..... " 9		9	9	10 1/2	8-oz. 40-in..... " 3 1/2		3 1/2	3 1/2	3 1/2
" Singapore, white..... " 10 1/2		10 1/2	10 1/2	14	<b>COTTON GOODS:</b>				
" Mombasa, red..... " 16		16	16	18	Brown sheetings, stand.....yd		6	6	6 1/2
<b>SUGAR:</b> Cent, 96°.....100 lbs		3.16	3.16	3.38	Wide sheetings, 10-4..... " 32		32	32	42
Fine gran., in bbls. " +10		4.25	4.15	4.60	Bleached sheetings, stand.... " 9 1/2		9 1/2	9 1/2	13 1/2
<b>TEA:</b> Formosa, standard.....lb		9 1/2	9 1/2	12	Medium..... " 8 1/2		8 1/2	8	10 1/2
Fine..... " 17		17	17	22	Brown sheetings, 4 yd..... " 4 1/2		4 1/2	4 1/2	5 1/2
Japan, basket fired..... " 10		10	10	12	Standard print..... " 7 1/2		7 1/2	7 1/2	7
Congou, standard..... " 7 1/2		7 1/2	7 1/2	12	Brown drills, standard..... " 6 1/2		6 1/2	6 1/2	6 1/2
<b>VEGETABLES:</b> Cabbage (nearby)					Staple gingham..... " 6 1/2		6 1/2	6 1/2	7 1/2
bkt. 50		50	50	75	Print cloths, 38 1/2-in. 64x60. " - 1/2		3 1/2	3 1/2	3 1/2
Onions (Jersey), Yel.....bkt -5		40	45	75	Hose, belting, duck..... " -1		21	22	20 1/2
Potatoes, L. I.....180-lb. sack +10		1.60	1.50	1.75	<b>HEMP:</b> Midway, Fair Current.lb		4	4	4 1/2
Turnips, Can., Rutabaga....bag		50	50	55	<b>JUTE:</b> first marks..... " - 1/4		3	3 1/2	3 1/2
<b>ADVANCES 8; DECLINES 11.</b>					<b>RAYON:</b>				
<b>BUILDING MATERIALS</b>					Den. Fil.				
Brick, N. Y., delivered....1000		9.50	9.50	10.50	a 150 22-32..... " 60		60	60	75
Portland Cement, N. Y., Trk.					b 150 40..... " 1.00		1.00	1.00	1.00
loads, delivered.....bbl		1.90	1.90	1.66	a Viscose Process. b Cellulose				
Chicago, carloads..... " 2.09		2.09	2.09	1.85	Acetate.				
Philadelphia, carloads..... " 2.59		2.59	2.59	2.35	<b>SILK:</b> Italian Ex. Clas. (Yel.) lb		1.70	1.70	2.50
Lath, Eastern spruce.....1000		3.50	3.50	4.00	Japan, Extra Crack..... " -3		1.75	1.78	2.40
Lime, hyd., masons, N. Y.....ton		12.00	12.00	13.00	<b>WOOL, Boston:</b>				
Shingles, Cyp. Pr. No. 1.....1000		8.25	8.25	8.25	Average, 25 quot.....lb -32		30.40	30.72	37.88
Red Cedar, Clear, Rail.... " 3.00		3.00	3.00	3.36	Ohio & Pa. Fleeces:				
<b>LUMBER:</b>					Delaine Unwashed..... " 20		20	20	24
White Pine, No. 1 Barn.					Half-Blood Combing..... " 20		20	20	23
1x4".....per M ft		51.00	51.00	54.50	Half-Blood Clothing..... " 17		17	17	20
F A S Quartered Wh.		124.00	124.00	154.50	Common and Braid..... " 19		19	19	17
Oak 4/4"..... " " "									
FAS Plain Wh. Oak,		105.00	105.00	112.00					
4/4"..... " " "									

# WHOLESALE COMMODITY PRICES

advances by 15, the spread between the two is narrower than at any time since the downward trend started three weeks ago. The slight recovery of the

grain markets, rises in butter, sugar, and some of the provisions and vegetables provided the chief support.

	Net Change	This Week	Last Week	Last Year		Net Change	This Week	Last Week	Last Year
Mich., and N. Y. Fleeces:					Sarsaparilla, Honduras.....lb		55	55	42
Delaine Unwashed.....lb	18	18	22		Soda ash, 58% light.....100 lbs	1.05	1.05	1.15	
Half-Blood Combing....."	18	18	22		Soda benzoate.....lb	40	40	40	
Half-Blood Clothing....."	16	16	20		ADVANCES 3; DECLINES 0.				
Wis., Mo., and N. E.:					<b>METALS</b>				
Half-Blood....."	16	16	20		Pig Iron: No. 2x, Ph.....ton	13.84	13.84	16.26	
Quarter-Blood....."	18	19	20		No. 2 valley furnace....."	14.50	14.50	16.50	
Southern Fleeces:					Bessemer, Pittsburgh....."	16.89	16.89	18.76	
Ordinary Mediums....."	17	17	19		No. 2 South Cincinnati....."	13.82	13.82	14.69	
Ky., W. Va., etc.; Three-eighths					Billets, rerolling, Pittsburgh....."	26.00	26.00	29.00	
Blood Combing....."	23	23	25		Forging, Pittsburgh....."	33.00	33.00	35.00	
Quarter-Blood Combing....."	23	23	22		Wire rods, Pittsburgh....."	37.00	37.00	35.00	
Texas, Scoured Basis:					O-h rails, hy., at mill....."	43.00	43.00	43.00	
Fine, 12 months....."	43	46	56		Iron bars, Chicago.....100 lbs	1.70	1.70	1.70	
Fine, 8 months....."	35	35	47		Steel bars, Pittsburgh....."	1.60	1.60	1.60	
California, Scoured Basis:					Tank plates, Pittsburgh....."	1.60	1.60	1.60	
Northern....."	38	38	46		Shapes, Pittsburgh....."	1.60	1.60	1.60	
Southern....."	37	37	45		Sheets, black No. 24,				
Oregon, Scoured Basis:					Pittsburgh....."	2.20	2.20	2.40	
Fine & F. M. Staple....."	44	45	57		Wire Nails, Pittsburgh....."	1.95	1.95	1.90	
Valley No. 1....."	40	40	48		Barb Wire, galvanized,				
Territory, Scoured Basis:					Pittsburgh....."	2.60	2.60	2.55	
Fine Staple Choice....."	46	47	57		Galv. Sheets No. 24, Pitts-				
Half-Blood Combing....."	43	43	54		burgh....."	2.85	2.85	2.90	
Fine Clothing....."	37	38	45		Coke, Connellsville, oven.....ton				
Pulled: Delaine....."	52	52	67		Furnace, prompt ship....."	1.75	2.00	2.40	
Fine Combing....."	41	42	65		Foundry, prompt ship....."	2.75	2.75	3.50	
Coarse Combing....."	32	32	43		Aluminum, pig (ton lots).....lb	22 3/4	22 3/4	22 3/4	
California AA....."	47	47	63		Antimony, ordinary....."	5 1/2	5 1/2	6 1/2	
<b>WOOLEN GOODS:</b>					Copper, Electrolytic....."	5 1/2	5 1/2	7	
Standard Cheviot, 14-oz.....yd	95	95	1.17 1/2		Zinc, N. Y....."	3 1/2	3 1/2	3 1/2	
Serge, 11-oz....."	1.10	1.10	1.35		Lead, N. Y....."	3	3	3 1/4	
Serge, 13-oz....."	1.30	1.30	1.85		Tin, N. Y....."	24 3/4	23 3/4	23	
Serge, 16-oz....."	1.57 1/2	1.57 1/2	2.00		Triplate, Pittsburgh, 100-lb. box	4.75	4.75	4.75	
Fancy Cassimere, 13-oz....."	1.40	1.40	1.57		ADVANCES 1; DECLINES 2.				
Broadcloth, 54-in....."	2.25	2.25	2.50		<b>MISCELLANEOUS</b>				
<b>ADVANCES 0; DECLINES 6.</b>					COAL: f.o.b. Mines.....ton				
<b>DRUGS AND CHEMICALS</b>					Bituminous:	1.75	1.75	2.15	
Acetanilid, U. S. P., bbls.....lb	36	36	36		Navy Standard....."				
Acid Acetic, 28 deg.....100 lbs	2.75	2.75	2.60		High Volatile, Steam....."	1.25	1.25	1.25	
Carbolic, cans....."	17	17	17		Anthracite, Company:				
Citric, domestic.....lb	37 1/2	37 1/2	37 1/2		Stove....."	7.25	7.25	8.00	
Muriatic, 18".....100 lbs	1.00	1.00	1.00		Egg....."	7.00	7.00	7.75	
Nitric 42"....."	6.50	6.50	6.50		Nut....."	7.00	7.00	7.75	
Oxalic, sp. ....lb	10 1/4	10 1/4	10 1/4		Pea....."	5.15	5.15	5.75	
Sulphuric, 60".....100 lbs	55	55	55		<b>DYESTUFFS—Bi-chromate</b>				
Tartaric crystals.....lb	22	22	27 1/2		Potash, am.....lb	8	8	8 1/2	
Fluor Spar, acid, 98%.....ton	38.50	38.50	38.50		Cochineal, silver....."	46	46	52	
Alcohol, 190 proof U.S.P.....gal	2.37	2.37	2.37		Cutch, Rangoon....."	7	7	10	
" wood 95%....."	44	44	44		Gambler, Plantation....."	8	8	7 1/2	
" denatured, form 5....."	31 1/2	31 1/2	22		Indigo, Madras....."	1.25	1.25	1.25	
Alum, lump.....lb	3.25	3.25	15 1/2		Prussiate potash, yellow....."	16 1/2	16 1/2	18 1/2	
Ammonia, anhydrous....."	15 1/2	15 1/2	15 1/2		<b>FERTILIZERS:</b>				
Arsenic, white....."	4	4	20		Bones, ground steamed, 1 1/4,				
Balsam, Copaiba, S. A.....gal	8.50	8.50	10.00		am, 80% bone phosphate,				
Ber, Canada....."	90	90	1.50		Chicago.....ton	25.00	25.00	25.00	
Bicarbonate Soda, Am.....100 lbs	2.54	2.54	2.64		Muriate potash, 80%....."	37.15	37.15	37.15	
Bleaching powder, over					Nitrate soda.....100 lbs	1.25	1.25	1.77	
34%....."	2.00	2.00	2.00		Sulphate ammonia, do-				
Borax, crystal, in bbl.....lb	2 1/2	2 1/2	2 1/2		mestic, delivered....."	1.05	1.00	1.30	
Brimstone, crude domestic.....ton	18.00	18.00	18.00		Sulphate potash, bs. 90%.....ton	47.50	47.50	48.25	
Calomel, American.....lb	1.25	1.25	1.82		<b>OILS: Coconut, Spot, N. Y.....lb</b>				
Camphor, slabs....."	37	37	53		China Wood, bbls., spot....."	3 1/4	3 1/4	3 1/2	
Castile Soap, white.....case	15.00	15.00	15.00		Cod, Newfoundland.....gal	23	23	32	
Castor Oil No. 1.....lb	9	9	10 1/2		Corn, crude, Mill.....lb- 1/4	3 1/4	4 1/4	3 1/2	
Caustic Soda, 76%.....100 lbs	2.25	2.25	2.25		Cottonseed, spot....."	4	4	4 1/2	
Chlorate potash.....lb	8	8	8		Lard, Extra, Winter st....."	7 1/4	7 1/4	7 1/4	
Chloroform, U.S.P....."	25	25	25		Linseed, city raw, carlots....."	6 1/2	6 1/2	9 1/4	
Cocaine, Hydrochloride.....oz	8.50	8.50	8.50		Neatsfoot, pure....."	8	8	8	
Cream Tartar, domestic.....lb	17	17	21 1/4		Rosin, first run.....gal	42	42	47	
Epsom Salts.....100 lbs	2.25	2.25	2.25		Soya-Bean, tank, cars, M. W.....lb- 1/4	3	3 1/4	4	
Formaldehyde.....lb	6	6	6		Petroleum, Pa., cr., at well.....bbl	1.47 1/2	1.47 1/2	1.84	
Glycerine, C. P. in drums....."	9 1/2	9 1/2	12 1/2		Kerosene, wagon, delivery.....gal	17	17	17	
Gum-Arabic, Amber....."	6 1/4	6 1/4	8		Gas'e auto in gar., st. bbls....."	12	12	14 1/2	
Benzoin, Sumatra....."	19	19	26		Wax, ref. 125 m. p.....lb	2 1/2	2 1/2	3	
Gamboge, pipe....."	50	50	75		<b>PAPER: Newsroll Contract.....</b>				
Shellac, D. C....."	38	38	38		Book, S. & S. C.....lb	5 1/4	5 1/4	5 1/4	
Tragacanth, Aleppo 1st....."	80	80	1.35		Writing, tub-sized....."	4 1/2	4 1/2	10	
Licorice, Extract....."	18	18	18		No. 1 Kraft....."	4 1/4	4 1/4	4 1/2	
Powdered....."	33	33	33		Sulphite, Domestic, bl.....100 lbs	1.75	1.75	2.25	
Menthol, Japan, cases.....+5	2.40	2.35	3.65		Old Paper No. 1 Mix....."	15	15	25	
Morphine, Sulp., bulk.....oz	7.35	7.35	7.55		<b>PLATINUM.....oz</b>				
Nitrate Silver, crystals.....+ 1/4	21 1/4	21 1/4	22 1/2		RUBBER: Up-River, fine.....lb	7 1/4	7 1/4	6	
Nux Vomica, powdered.....lb	7 1/4	7 1/4	7 1/4		Plan, 1st Latex, crude....."	3 1/4	4 1/4	5 1/2	
Oplum, jobbing lots....."	12.00	12.00	12.00		ADVANCES 1; DECLINES 3.				
Quicksilver, 75-lb. flask.....+1.00	48.00	47.00	76.00		<b>TOTAL ADVANCES.....</b>				
Quinine, 100-oz. tins.....oz	40	40	40			15	7	32	
Rochelle Salts.....lb	13 1/2	13 1/2	16 1/2		<b>TOTAL DECLINES.....</b>				
Sal ammoniac, lump, imp....."	10 1/4	10 1/4	10 1/4			30	36	30	
Sal soda, American.....100 lbs	90	90	90						
Saltpetre, crystals....."	7	7	7 1/4						



# INTERNATIONAL MONEY MARKETS

Sharp fluctuations in sterling exchange occurred in the international money market this week, after a long period of relative stability. The British currency unit dropped in terms of the dollar, francs and other exchanges, owing to the withdrawal of official support. From the level of about \$3.45, the rate fell nearly 5c. to \$3.40 $\frac{9}{16}$ , Tuesday, and again receded Wednesday to \$3.37 $\frac{7}{8}$ . At the latter figure support was again extended, and a rally developed to about \$3.40, where the rate stabilized anew.

These sharp falls and the subsequent partial recovery attracted keenest interest in foreign exchange circles, as it was assumed they may have some bearing on the question of ultimate stabilization of sterling on a gold basis. There was no indication, however, that such is actually the case. It was concluded in most quarters that the burden of holding sterling to the \$3.45 level proved too onerous and that support was temporarily withdrawn in order to permit the currency to seek a more natural level. For purposes of controlling sterling fluctuations the British Treasury has placed a fund of £150,000,000 at the disposal of the Bank of England.

The European gold exchanges were firm in contrast to sterling. Rates moved upward against the dollar in the first trading session of the week. They reacted in sympathy with sterling Tuesday, but regained the losses Wednesday and held firm thereafter. German marks, lire and pesetas also were steady. The Scandinavian units moved with sterling, as they are more or less definitely tied to the British unit. Canadian dollars improved to a discount of only a little more than 8 per cent in New York. The Latin-American currencies were steady under the control of the respective central banks. Japanese yen showed renewed weakness, but the silver currencies of China varied only a little.

Money rates in the New York market were steady this week at the very low levels reached in the period of reaction last week. The tendency was toward slightly lower levels still. In the Stock Exchange money market, call loans were 1 per cent for all transactions, whether renewals or new loans. The commercial money market also was unchanged,

*Sterling exchange acutely weak on withdrawal of support. European gold exchanges generally firm against dollar during week. Money rates in New York steady at lows of reaction last week. Daily increase in stocks of gold further swell the supply and broaden credit base. Easy money policy continues.*

but a larger amount of available paper was hailed as a rather distinct change for the better.

No trace remained this week of the international flurry caused last week by campaign references to an assumed precarious position of the gold standard in the United

States, early this year. The dollar was in good demand in all international markets, and the gain in the stocks of gold in the United States was continued. There were daily increases in the supply of the metal, both as a result of releases from ear-

## ADDITIONAL GOLD AUGMENTS STOCKS

marked stocks held for foreign account, and direct imports. These gains naturally swell the credit base and they will militate against any upward revision of money rates.

The official easy money policy is expected by experts here to remain in effect for some time to come. Results of that policy are now becoming apparent in an upward tendency of trade and industry, this result having been aimed at in inaugurating the policy. There is no likelihood that the gains will be endangered by a reversal of policy at this time.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follows:

	Thurs. Oct. 13	Fri. Oct. 14	Sat. Oct. 15	Mon. Oct. 17	Tues. Oct. 18	Wed. Oct. 19
Sterling, checks...	3.44 $\frac{1}{4}$	3.44 $\frac{1}{4}$	3.44 $\frac{1}{4}$	3.44 $\frac{1}{4}$	3.40 $\frac{1}{4}$	3.39 $\frac{1}{4}$
Sterling, cables...	3.44 $\frac{1}{4}$	3.44 $\frac{1}{4}$	3.44 $\frac{1}{4}$	3.44 $\frac{1}{4}$	3.40 $\frac{1}{4}$	3.39 $\frac{1}{4}$
Paris, checks...	3.91 $\frac{1}{4}$	3.92 $\frac{1}{4}$	3.92 $\frac{1}{4}$	3.92 $\frac{1}{4}$	3.92 $\frac{1}{4}$	3.92 $\frac{1}{4}$
Paris, cables...	3.92 $\frac{1}{4}$	3.92 $\frac{1}{4}$	3.92 $\frac{1}{4}$	3.93	3.92 $\frac{1}{4}$	3.93
Berlin, checks...	23.75	23.75	23.74 $\frac{1}{2}$	23.75 $\frac{1}{2}$	23.74 $\frac{1}{2}$	23.74
Berlin, cables...	23.77	23.77	23.76 $\frac{1}{2}$	23.77 $\frac{1}{2}$	23.76 $\frac{1}{2}$	23.79
Antwerp, checks...	13.87	13.88 $\frac{1}{2}$	13.89 $\frac{1}{2}$	13.90 $\frac{1}{4}$	13.88 $\frac{1}{2}$	13.88
Antwerp, cables...	13.87 $\frac{1}{2}$	13.89	13.90	13.90 $\frac{1}{4}$	13.89	13.90
Lire, checks...	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.10 $\frac{1}{2}$
Lire, cables...	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$	5.11 $\frac{1}{2}$
Swiss, checks...	19.29	19.30 $\frac{1}{2}$	19.31 $\frac{1}{2}$	19.32	19.30	19.32
Swiss, cables...	19.29 $\frac{1}{2}$	19.31	19.32 $\frac{1}{2}$	19.32 $\frac{1}{2}$	19.30 $\frac{1}{2}$	19.33
Guilders, checks...	40.17 $\frac{1}{2}$	40.18 $\frac{1}{2}$	40.21 $\frac{1}{2}$	40.23	40.18 $\frac{1}{2}$	40.21 $\frac{1}{2}$
Guilders, cables...	40.18	40.18 $\frac{1}{2}$	40.22	40.23 $\frac{1}{2}$	40.19	40.24
Pesetas, checks...	8.18	8.17 $\frac{1}{2}$	8.18	8.18	8.17 $\frac{1}{2}$	8.18 $\frac{1}{2}$
Pesetas, cables...	8.19	8.18 $\frac{1}{2}$	8.19	8.19	8.18 $\frac{1}{2}$	8.19 $\frac{1}{2}$
Denmark, checks...	17.80	17.80	17.87	17.87	17.74	17.55
Denmark, cables...	17.87	17.87	17.89	17.88	17.75	17.60
Sweden, checks...	17.68	17.69	17.71	17.69	17.59	17.43
Sweden, cables...	17.69	17.70	17.72	17.70	17.60	17.48
Norway, checks...	17.34	17.34	17.32	17.33	17.20	17.10
Norway, cables...	17.35	17.35	17.33	17.34	17.21	17.15
Greece, checks...	.59 $\frac{1}{2}$	.59 $\frac{1}{2}$	.59 $\frac{1}{2}$	.59 $\frac{1}{2}$	.59 $\frac{1}{2}$	.60
Greece, cables...	.60	.60	.60	.60	.60	.60
Portugal, checks...	3.14	3.14	3.14	3.14	3.10	3.10
Portugal, cables...	3.16	3.16	3.16	3.16	3.12	3.12
Australia, checks...	2.74 $\frac{1}{2}$	2.75	2.75	2.75	2.71 $\frac{1}{2}$	...
Australia, cables...	2.75 $\frac{1}{2}$	2.75 $\frac{1}{2}$	2.75 $\frac{1}{2}$	2.75 $\frac{1}{2}$	2.72 $\frac{1}{2}$	...
Montreal, demand...	91.60	91.68	92.37	92.18	92.00	91.87
Argentina, demand...	25.25	25.25	25.25	25.25	25.25	25.20
Brazil, demand...	7.25	7.25	7.25	7.25	7.25	7.20
Chile, demand...	6.13	6.13	6.13	6.13	6.13	6.00
Uruguay, demand...	47.50	47.50	47.50	47.50	47.50	47.25

# GAINS IN STEEL MODERATE

by E. M. JONES

While further gains in steel operations are not pronounced, the production rate is holding at about 20 per cent on the average in the Pittsburgh district. New business is mainly of a scattered and miscellaneous character, and buying in a large way still is deferred, though railroad require-

ments are anticipated to improve over the Winter, and structural steel tonnages in prospect have been accumulating. Tin plate mills have been holding to 40 per cent of capacity, with sheet mills at about 25 per cent, on the average. Enlarged demands from automobile plants are essential for any further improvement in sheet and strip steel schedules. Flat-rolled steel statistics for September reflect rather limited buying, total sales for the month amounting to 21 per cent of capacity. Unfilled orders at the first of the month were 86,570 tons.

Finished steel prices, with but few exceptions, have been holding at regular quotations. Merchant bars, plates, and structural shapes are \$1.60, Pittsburgh; cold-finished bars, \$1.70, Pittsburgh;

## FIRMNESS CONTINUES IN PRICE STRUCTURE

hot-rolled strip steel, \$1.45 to \$1.50, Pittsburgh, and cold-rolled strips at \$1.90, Pittsburgh. Sheets are quoted, galvanized at \$2.95, Pittsburgh; hot-rolled at \$1.55, Pittsburgh; and hot-rolled annealed, \$2.20, Pittsburgh. Nail and wire prices are well maintained, and other finished lines are fairly steady, as a rule.

With steel-making materials, the situation remains rather spotty, the fuel market lacking strength, and scrap easing off slightly from the recent advance. Furnace coke is in limited demand and has sold at \$1.75, against the price of \$2 at oven, for ordinary grades. Heavy melting steel scrap is around \$9.50 and \$9.75, at Pittsburgh, a loss of 50c. per ton from the recent high; some dealers are holding tonnages for an advance. Current purchases of pig iron, aside from an occasional special transaction, are running to small lots and regular quotations are observed in the general run of business. Semi-finished steel is on the basis of \$26, Pittsburgh, for billets and sheet bars.

The expansion in steel buying has been checked and remains at about the level of the last three weeks for the Chicago area. Ingot output is

*Rate of steel output holding around 20 per cent of capacity, with large orders still postponed. Finished steel prices continue at regular quotations. Buying checked this week in the Chicago district, where miscellaneous orders formed bulk of new business. Railroad and automobile takings increasing.*

holding close to 20 per cent of capacity, with a heavy volume of miscellaneous orders the backbone of the new business. Pig iron releases continue to gain, and new buying of Northern foundry iron has reached such proportions as to be the best of the year. The character of trade is not

such that it can be called a concerted buying movement. The October rate of shipments now is about 50 per cent above the September rate, and further growth is anticipated by producers. Specifications for alloys still are spotty, but they are heavier in the aggregate.

Structural steel demand continues fairly active, with 5,000 tons involved in three recently-announced highway bridge projects. Recent awards involved 2,410 tons. Railroad buying has been a little more active, but still is sharply subnormal. Automotive companies are taking a fairly steady tonnage. Two large Western projects, involving 250,000 tons of steel cable, plates, and structurals are near the awarding point, and Chicago producers are expected to share liberally in the tonnage. A railroad order for 15,000 tons of plates for freight cars is expected shortly, also as a result of recent Reconstruction Finance Corporation loans. Ruling prices were: Pig iron, \$15.50; rail steel bars, 1.50c.; and bars, shapes, and soft steel bars, 1.70c.

Orders for finished steel increased slightly last week in the Cleveland district, according to *Iron Age*. Bars have made the most improvement in recent weeks, although orders are for small lots, and demand is widely diversified. Steel business from the automotive industry continues slack and little tonnage has been placed, as yet, for the new models which are to come out shortly.

The Chesapeake & Ohio Railroad has placed its usual requirement orders for bars, plates, and shapes, spikes, and track bolts for the fourth quarter, but aside from this there has been no activity on the part of railroads. Plans are out for the Cleveland post office, requiring approximately 10,000 tons of structural steel. Little other structural work is in prospect. Ore receipts at Lake Erie docks in September were 548,697 tons, against 619,342 tons in August.

## SLIGHT BETTERMENT IN CLEVELAND AREA

# QUIETER TRADING IN TEXTILES

by C. S. WOOLSLEY

Quiet buying in the primary dry goods markets of an entirely seasonal character has been intensified in the past week or ten days by uncertainties in the national political world and some easing in textile raw materials. The movement of goods continues large, as a consequence of the heavy orders placed in August and September. This business in itself would account for an abnormal quiet in first hands at this time.

Production already is at the highest limits for a year past and in some divisions much beyond a year; indications now are that it will continue at the present relatively high ratio well up to the end of the year. The price movement has become unsettled, partly due to the drop in cotton and unsettled raw silk markets. The flax, wool, and rayon primary markets have held very steady and give no present indication of declining.

Manufacturers of cotton goods have become more conservative in their cotton purchases, due to the narrow speculation provoked in part by the continuation of government bureaus in the cotton trade. Rayon manufacturers are operating to capacity, and the larger units and several of the smaller units are engaged ahead closely to the end of the year. They have not yet begun to accept business for delivery in the first quarter of the year. While the volume of business in the cutting trade is large enough to keep many workers employed at high tension, the orders in hand do not call for very late commitments.

In the retail section, the buying movement is quite up to what has been predicted by conservative merchants, and on each recurring fine day metropolitan department stores are well patronized. The feature of retailing noticeable to all consumers is the exceptionally low range of values on staple and semi-staple merchandise offered in regular sale, in distinction from the many low prices quoted during the Summer as a part of liquidation and special sale processes.

Several of the standard staple constructions in the print cloth markets fell off  $\frac{1}{4}$ c. a yard from the prices current ten days ago. These concessions were made on small sales from first and second

*Production of textiles continues at highest level of the year, with some divisions sold up to the end of December. Rayon manufacturers operating at capacity. Buying in retail section well maintained. Prices of cotton goods easier. Output of wool goods continues high. Overcoatings moving in better volume.*

hands, although it rarely has happened that the statistical position of the gray goods market was as strong as at the present time. Some easing also was reported on percales and some other printed lines. Concessions have been obtained by buyers on a few lines of sheets and pillowcases,

blankets and other staples in the form of discounts from list prices. The list values remain unchanged. Some new lines for Spring are being offered, although buying has as yet been light.

The primary wool fabric markets have been quieter, but a moderate amount of new business comes forward regularly on dress materials, women's coatings, and some types of men's wear suitings. Overcoatings have been in better demand, and stocks in first hands are poorly assorted. Some new lines

## WOOL GOODS DIVISION STILL WELL OCCUPIED

of lightweight worsteds for men's wear are being shown for the Spring season, chiefly tropical weights or standard lightweights in grays and neat fancies that clothiers will buy for early Spring distribution. Production continues high in the wool goods division, compared with any recent month, and a number of mills are comfortably supplied with business which will carry them well beyond the middle of next month. It is a quiet period in the silk trade at first hands, as mills are completing Fall orders and are awaiting the advent of new Spring business.

The course of prices in the cotton option market at New York and spot prices for each day this week at leading cotton centers are given in the following table:

	Thurs. Oct. 13	Fri. Oct. 14	Sat. Oct. 15	Mon. Oct. 17	Tues. Oct. 18	Wed. Oct. 19
October .....	6.30	6.40	6.35	6.18	6.18	6.19
December .....	6.41	6.47	6.40	6.25	6.26	6.26
January .....	6.46	6.52	6.46	6.31	6.33	6.32
March .....	6.54	6.62	6.55	6.40	6.42	6.41
May .....	6.64	6.71	6.64	6.48	6.51	6.50

	Wed. Oct. 12	Thurs. Oct. 13	Fri. Oct. 14	Sat. Oct. 15	Mon. Oct. 17	Tues. Oct. 18
New Orleans, cents...	*....	6.40	6.47	6.45	6.31	6.38
New York, cents.....	....	6.45	6.55	6.50	6.35	6.35
Savannah, cents.....	....	6.42	6.47	6.46	6.31	6.31
Galveston, cents.....	....	6.30	6.35	6.30	6.15	6.20
Memphis, cents.....	....	6.15	6.20	6.15	6.00	6.00
Norfolk, cents.....	....	6.55	6.62	6.55	6.40	6.40
Augusta, cents.....	....	6.56	6.67	6.61	6.46	6.46
Houston, cents.....	....	6.30	6.35	6.30	6.15	6.15
Little Rock, cents.....	....	6.61	6.67	6.60	5.85	5.86
Fort Worth, cents.....	....	5.95	6.05	5.95	5.80	5.80
Dallas, cents.....	....	5.95	6.05	5.95	5.80	5.80

\*Holiday



## GRAIN PRICES TURN UPWARD

After seesawing in a very narrow early range, grain prices turned upward at mid-week. Wheat turned in a gain of  $\frac{7}{8}$ c. to 1c. on Wednesday, after holding the earlier day-to-day fluctuations to a  $\frac{1}{8}$ c. maximum. The rally gained momentum toward the close, chiefly on reports that rain still was needed urgently in the Southwest Winter wheat belt. Winter wheat acreage in Kansas and Nebraska likewise was hit by the lack of moisture, with heavy abandonment forecast in commission house advices.

Foreign news was about a standoff, and the narrowing of the spread between United States and foreign wheat quotations gave hope of a better export movement in the near future. Information from Soviet Russia indicates that there will be little dumping of wheat in the exports markets this year. Shipments so far for this season are estimated at slightly less than 8,000,000 bushels, compared with 48,000,000 bushels in the same period last year.

Corn seesawed fractionally Monday, lost  $\frac{1}{4}$ c. to  $\frac{3}{8}$ c. on Tuesday, and about made up the loss at mid-week. A good domestic shipping demand appeared, while the seaboard reported 100,000 bushels sold to France for November delivery. Country arrivals were fairly heavy.

Oats receipts dwindled, and price changes held to fractions, pointing upward at mid-week with the rest of the market. Rye trading was lifeless, holding practically unchanged on Monday and Tuesday. The mid-week rally carried prices  $\frac{5}{8}$ c. to  $\frac{3}{4}$ c. higher.

The United States visible supply of grains for the week, in bushels, was: Wheat, 186,915,000, off 410,000; corn, 23,187,000, up 2,319,000; oats, 27,623,000, up 427,000; rye, 8,632,000, off 28,000; and barley, 6,945,000, up 217,000.

Daily closing quotations of grain options in the Chicago market follow:

	Thurs. Oct. 13	Fri. Oct. 14	Sat. Oct. 15	Mon. Oct. 17	Tues. Oct. 18	Wed. Oct. 19
<b>WHEAT:</b>						
December .....	48 $\frac{1}{2}$	49 $\frac{1}{4}$	48 $\frac{1}{4}$	48 $\frac{1}{4}$	48 $\frac{1}{4}$	49 $\frac{1}{4}$
May .....	53 $\frac{1}{2}$	54 $\frac{1}{2}$	53 $\frac{1}{4}$	53 $\frac{1}{4}$	53 $\frac{1}{2}$	54 $\frac{1}{4}$
July .....	54 $\frac{1}{2}$	55 $\frac{1}{2}$	55	55	55	55 $\frac{1}{2}$
<b>CORN:</b>						
December .....	26 $\frac{1}{2}$	26 $\frac{1}{2}$	25 $\frac{1}{2}$	26	25 $\frac{1}{2}$	25 $\frac{1}{2}$
May .....	31	31 $\frac{1}{2}$	30 $\frac{3}{4}$	30 $\frac{3}{4}$	30 $\frac{1}{2}$	30 $\frac{3}{4}$
July .....	32 $\frac{1}{2}$	32 $\frac{1}{2}$	32 $\frac{1}{2}$	32 $\frac{1}{2}$	32	32 $\frac{1}{2}$
<b>OATS:</b>						
December .....	15 $\frac{1}{2}$	15 $\frac{1}{2}$	15 $\frac{1}{2}$	15 $\frac{1}{2}$	15 $\frac{1}{2}$	16
May .....	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$
July .....	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$
<b>RYE:</b>						
December .....	31 $\frac{1}{2}$	31 $\frac{1}{2}$	31 $\frac{1}{2}$	31 $\frac{1}{2}$	31 $\frac{1}{2}$	32 $\frac{1}{2}$
May .....	35 $\frac{1}{2}$	35 $\frac{1}{2}$	35 $\frac{1}{2}$	35 $\frac{1}{2}$	35 $\frac{1}{2}$	36 $\frac{1}{4}$
July .....	36 $\frac{1}{2}$	36	36	36	36	36

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat Western Receipts	Wheat Atlantic Exports	Flour Atlantic Exports	Corn Western Receipts
Wednesday .....	.....	.....	.....	.....
Thursday .....	11,299,000	120,000	2,000	1,502,000
Friday .....	979,000	176,000	3,000	910,000
Saturday .....	975,000	241,000	.....	1,018,000
Monday .....	1,156,000	163,000	7,000	1,419,000
Tuesday .....	931,000	384,000	1,000	1,053,000
Total .....	5,340,000	1,084,000	13,000	5,897,000
Last Year .....	6,856,000	3,041,000	68,000	2,980,000

\*Holiday †Two Days.

## COLLECTION CONDITIONS

**ATLANTA** Collections have slowed down somewhat, with the average not better than fair.

**BOSTON** Collections continue to show a slight improvement, and are running from slow to fair.

**BUFFALO** Retailers report the liquidation of many old accounts, and current sales are being held largely to a cash basis.

**CLEVELAND** Although collections continue rather slow, they reveal an improvement over the comparative record of a year ago.

**DENVER** Collections show a fair improvement over last week's record.

**DETROIT** The slight betterment in collections has been continued during the current week.

**KANSAS CITY** Collections generally have proved satisfactory for the month to date, but are beginning to slow down a little.

**LOS ANGELES** Collections in this district continue fair to good, with a steady improvement noted from week to week.

**LOUISVILLE** While collections slowed down a little this week, they still average fair.

**MEMPHIS** There is little or no pressure to collect obligations in this district. The practical moratorium on cottonseed loans affords a little relief for the Winter, as the basis of collateral value was better than expected, being well above the current values for cotton.

**OMAHA** Collections continue to be one of the main obstacles to progress, as many merchants have many past due accounts which they must collect before they can order additional merchandise.

**PHILADELPHIA** Retail collections undoubtedly have improved, but the betterment has not been so marked in the manufacturing and wholesale divisions, because of the need of investment in materials.

**PORTLAND, Ore.** Steady improvement in retail sales is being reflected in an easier collection trend in most branches of trade.

**RICHMOND** Collections are classed as fair, and generally are better than expected.

**ROCHESTER** Collections are showing a slight improvement over the August level.

**SAN FRANCISCO** The credit situation is less acute than it was several weeks ago, and it now is easier to effect collections.

**TWIN CITIES (St. Paul-Minneapolis)** The general average of collections varies from fair to slow.

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### GIBSON & WESSON, Inc. INSURANCE

In All Branches

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